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CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

UNITED STATES SUMMARY
29 STATES AND 13 LARGEST CITIES

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Harry L. Hopkins, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS SURVEY OF BUSINESS: 1937-38

Fred A. Gosnell, Chief Statistician

William A. Ruff, Assistant

WHOLESALE DISTRIBUTION

By

John Albright

Chief, Wholesale Trade

Bureau of the Census

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FOREWORD

This is one of a series of reports on Wholesale Distribution published as a part of the Census Survey of Business: 1937-38. In this volume, sales, pay roll and inventory data of identical establishments -- service and limited-function wholesalers; manufacturers' sales branches; and commission merchants of fresh fruits and vegetables -- are presented for the years 1935, 1936 and 1937. Dollar sales are shown by quarters for the year 1937 and the first half of 1938. Statistics are given in summary for the United States, for 29 States, and for the 13 Cities with a population of more than 500,000 in 1930. For lists of the States and Cities included see page 2. This report corresponds in part to Volume II, Wholesale Distribution: 1935.

In addition to this area volume, a series of wholesale kind-of-business or trade reports (tobacco and its products; groceries; electrical merchandise; etc.) is published in connection with this Survey. These reports present data on business size, terms of sale, and cash-credit analysis of business as well as dollar sales and inventory values for 1935, 1936 and 1937; pay roll for 1935 and 1937; and quarterly sales for 1937 and the first half of 1938.

Unlike the regular Censuses of Business for 1929, 1933 and 1935 this Survey is not intended to present a complete picture of Wholesale Trade, but rather to provide a reliable indicator of trends since the last regular Census. It was conducted by mail from lists composed only of establishments included in the 1935 Census, all new ones being omitted. Those with sales less than \$25,000 for the year 1935 likewise were omitted, as they constitute but a small portion of total sales. Reporting was purely on a voluntary basis with only one reminder follow-up; hence, not all establishments contacted submitted returns. This report in order to provide trend information is further limited to certain classes of establishments (See page 3) engaged primarily in selling goods at wholesale during 1935 and which still operate in a similar manner.

The current Census Survey of Business includes retail as well as wholesale trade and is nation-wide in scope. It is being conducted by the Bureau of the Census with funds provided by the Works Progress Administration. The project is under the direction of Fred A. Gosnell, Chief Statistician, who was also in charge of previous Business Censuses. Wholesale trade reports are prepared under the immediate supervision of John Albright, assisted by James D. Lenig.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

UNITED STATES SUMMARY

29 STATES AND 13 LARGEST CITIES

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<u>29 STATES</u>				<u>29 STATES Cont'd.</u>			
California	27	28	29	Tennessee	90	91	92
Colorado	30	31	31	Texas	93	94	95
Connecticut	32	33	34	Virginia	96	97	98
Florida	35	36	37	Washington	99	100	101
Georgia	38	39	40	West Virginia	102	103	104
Illinois	41	42	43	Wisconsin	105	106	107
Indiana	44	45	46				
Iowa	47	47	48	<u>13 LARGEST CITIES</u>			
Kansas	49	49	50	Baltimore	111	112	113
Kentucky	51	51	52	Boston	114	115	116
Louisiana	53	53	54	Buffalo	117	118	119
Maryland	55	56	57	Chicago	120	121	122
Massachusetts	58	59	60	Cleveland	123	124	125
Michigan	61	62	63	Detroit	126	127	128
Minnesota	64	65	66	Los Angeles	129	130	131
Missouri	67	68	69	Milwaukee	132	133	134
New Jersey	70	71	72	New York	135	136	137
New York	73	74	75	Philadelphia	138	139	140
North Carolina	76	77	78	Pittsburgh	141	142	143
Ohio	79	80	81	St. Louis	144	145	146
Oklahoma	82	83	83	San Francisco	147	148	149
Oregon	84	85	86				
Pennsylvania	87	88	89				

WHOLESALE DISTRIBUTION, 1937-38

UNITED STATES SUMMARY

29 STATES AND 13 LARGEST CITIES

INTRODUCTION

Scope Of This Survey

A total of 18,417 wholesale establishments are included in the current Survey of Business. The 18,417 establishments comprise 12,840 service and limited-function wholesalers; 5,476 manufacturers' sales branches (owned by manufacturers and selling their products); and 101 commission merchants selling fresh fruits and vegetables.

The Survey is limited in scope as it excludes manufacturers' sales offices not carrying stocks; functional middlemen except commission merchants of fresh fruits and vegetables; distributors of petroleum and its products; and assemblers of farm products -- types of operation which are included in regular Business Censuses. It is further limited to 22 of the 29 kinds of business or trade groups into which all classes of wholesale establishments are divided. The canvass was conducted by mail from lists composed of establishments in the following classifications whose sales for the year 1935 amounted to \$25,000 or more:

Service and limited-function wholesalers and
Manufacturers' sales branches selling principally

Automotive goods	Furniture and house furnishings
Beer, wines and liquors	General merchandise
Chemicals and paints	Groceries (full-line)
Clothing and furnishings	Groceries and foods (specialty lines)
Drugs (full-line)	Hardware
Drugs and drug sundries (specialty lines)	Jewelry and optical goods
Dry goods (full-line)	Lumber and construction materials
Dry goods (specialty lines)	Machinery, equipment and supplies
Electrical goods	Paper and its products
Fruits and vegetables (fresh)	Plumbing and heating equipment and supplies
Farm supplies	Tobacco and its products (except leaf)

And commission merchants selling fresh fruits and vegetables

The following kinds of business are omitted:

Amusement and sporting goods	Metals and metal work
Coal and coke	Petroleum and its products
Farm products - raw material	Waste materials
Farm products - consumer goods - except fruits and vegetables	Miscellaneous kinds of business

Reporting was purely on a voluntary basis, with only one reminder follow-up; hence, not all establishments contacted submitted returns. This report in order to provide reliable trend information is limited to wholesale establishments as described above, which submitted returns prior to the closing date.

Service And Limited-Function Wholesalers

The term "service and limited-function wholesalers" consists of wholesalers in domestic and foreign trade who take title to the goods they buy and sell and who are largely independent in ownership. The classification is somewhat broader than the conventional type of wholesale merchant or "jobber" as it also includes importers, exporters, industrial distributors, cash-and-carry wholesalers, desk jobbers, some converters in the dry goods trades, wagon distributors, mail-order wholesalers and cooperative or voluntary group wholesalers.

Manufacturers' Sales Branches

Manufacturers' sales branches are defined for census purposes as wholesale outlets owned by manufacturers apart from their plants and operated primarily for the purposes of carrying stocks of, selling, and delivering their own products.

Kind Of Business

Kind of business is predicated upon the commodities sold but should not be confused with the commodities themselves. Many establishments handle more than one commodity or line of merchandise. Wholesale grocers, for example, frequently sell tobacco products or paper goods; some hardware wholesalers sell automotive parts, electrical merchandise or plumbing and heating goods; etc. As an establishment can be classified for census purposes in one place only, those engaged in more than one kind of business are classified according to the line that predominates.

29 States And 13 Largest Cities

The Survey is nation-wide in scope but inasmuch as the number of returns received for some States was small, they are not shown separately. Figures for all States, however, are included in the United States Summary, hence, the totals for the States listed below may be somewhat short of the amounts given on pages 9 to 23. Tables are presented, hereinafter, for each of the 29 States for which 100 or more service or limited-function wholesale reports are included in the Survey. These States are:

California	Louisiana	Oklahoma
Colorado	Maryland	Oregon
Connecticut	Massachusetts	Pennsylvania
Florida	Michigan	Tennessee
Georgia	Minnesota	Texas
Illinois	Missouri	Virginia
Indiana	New Jersey	Washington
Iowa	New York	West Virginia
Kansas	North Carolina	Wisconsin
Kentucky	Ohio	

Tables are presented for each of the cities having, in 1930, a population of more than 500,000. These Cities are:

Baltimore	Detroit	Philadelphia
Boston	Los Angeles	Pittsburgh
Buffalo	Milwaukee	St. Louis
Chicago	New York	San Francisco
Cleveland		

GENERAL ANALYSIS

The 18,417 wholesale establishments included in this Survey reported sales aggregating \$11,813,483,000 for the year 1937. Sales of the 12,840 service and limited-function wholesalers amounted to \$5,759,482,000; of the 5,476 manufacturers' sales branches \$5,986,268,000; and of the 101 fruit and vegetable commission merchants \$67,733,000.

Dollar sales of the 12,840 service and limited-function wholesalers were 5.2 percent higher in the second quarter over the first quarter of 1938 but were 20.6 percent short of the second quarter of 1937. Considering the year 1937 as a whole, however, their sales were 31.1 percent above 1935, the latest year covered by a regular business census. Sales of the manufacturers' sales branches increased 3.9 percent in the second quarter over the first quarter of 1938 but were 25.9 percent under the second quarter of 1937. Their total 1937 business was 32.0 percent above 1935. Sales of the 101 commission merchants gained 26.3 percent in the second quarter of this year but were 13.6 percent below the second quarter of 1937. Their 1937 business was 10.7 percent above 1935.

As explained on page 3, of the 29 kind-of-business or trade groups into which all wholesale establishments are divided, 22 are included in this Survey. The trend in business of these 22 trade groups is given in summary below for the three regular census years and for the periods covered by this Survey.

Period (22 of 29 kind-of-business groups)	Service and limited-function wholesalers			Manufacturers' sales branches (carrying stocks)		
	Estab- lishments	Net Sales (add 000)	% Change from preceding period	Number of branches	Net Sales (add 000)	% Change from preceding period
1929 Census	58,797	\$20,262,955	--	Not available		--
1933 Census	63,101	9,331,883	-53.9	10,859	\$4,301,425	--
1935 Census	69,406	13,280,645	+42.3	10,334	6,816,051	+58.5

Identical Establishments Included In This Survey:

Year 1935	12,840	\$ 4,393,400	--	5,476	\$4,535,175	--
Year 1936	12,840	5,197,077	+18.3	5,476	5,353,603	+18.0
Year 1937	12,840	5,759,482	+10.8	5,476	5,986,268	+11.8

Sales By Quarters:

First quarter, 1937	12,840	\$ 1,391,062	--	5,476	\$1,460,563	--
Second quarter, 1937	12,840	1,526,903	+ 9.8	5,476	1,619,534	+10.9
Third quarter, 1937	12,840	1,471,111	- 3.7	5,476	1,520,110	- 6.1
Fourth quarter, 1937	12,840	1,370,406	- 6.8	5,476	1,386,061	- 8.8
First quarter, 1938	12,840	1,153,469	-15.8	5,476	1,156,101	-16.6
Second quarter, 1938	12,840	1,213,135	+ 5.2	5,476	1,200,796	+ 3.9

23 Billion Dollars For Merchant Wholesalers

Total sales of all service and limited-function wholesalers (29 kind-of-business groups) amounted to \$17,661,691,000 in 1935. If the 1937 increase of 31.1 percent as found in this Survey were representative for all trades, total sales of merchant wholesalers exceeded 23 billion dollars in 1937. Corresponding totals for 1933 and 1929 were \$12,890,763,000 and \$29,288,220,000 respectively. Likewise, total sales of all manufacturers' sales branches must have approximated ten billion dollars in 1937 as compared with \$7,446,014,000 in 1935; and \$4,965,450,000 in 1933.

33 Percent Sample For Merchant Wholesalers

The 12,840 wholesalers included in this Survey constitute a sample of 19 percent of the number and 33 percent of the sales of all service and limited-function wholesalers in the 22 trades for the year 1935. Similarly, the 5,476 manufacturers' sales branches represented 53 percent of the number and accounted for 67 percent of the sales of all branches in 1935.

	Service and limited function wholesalers		Manufacturers' sales branches	
	Number of establishments	Net sales 1935	Number of branches	Net sales 1935
1935 Census	69,406	\$13,280,645,000	10,334	\$6,816,051,000
1937 Survey	12,840	4,393,400,000	5,476	4,535,175,000
Percent sample (22 kind-of-business groups)	19%	33%	53%	67%

Durable Goods Show Largest Gains

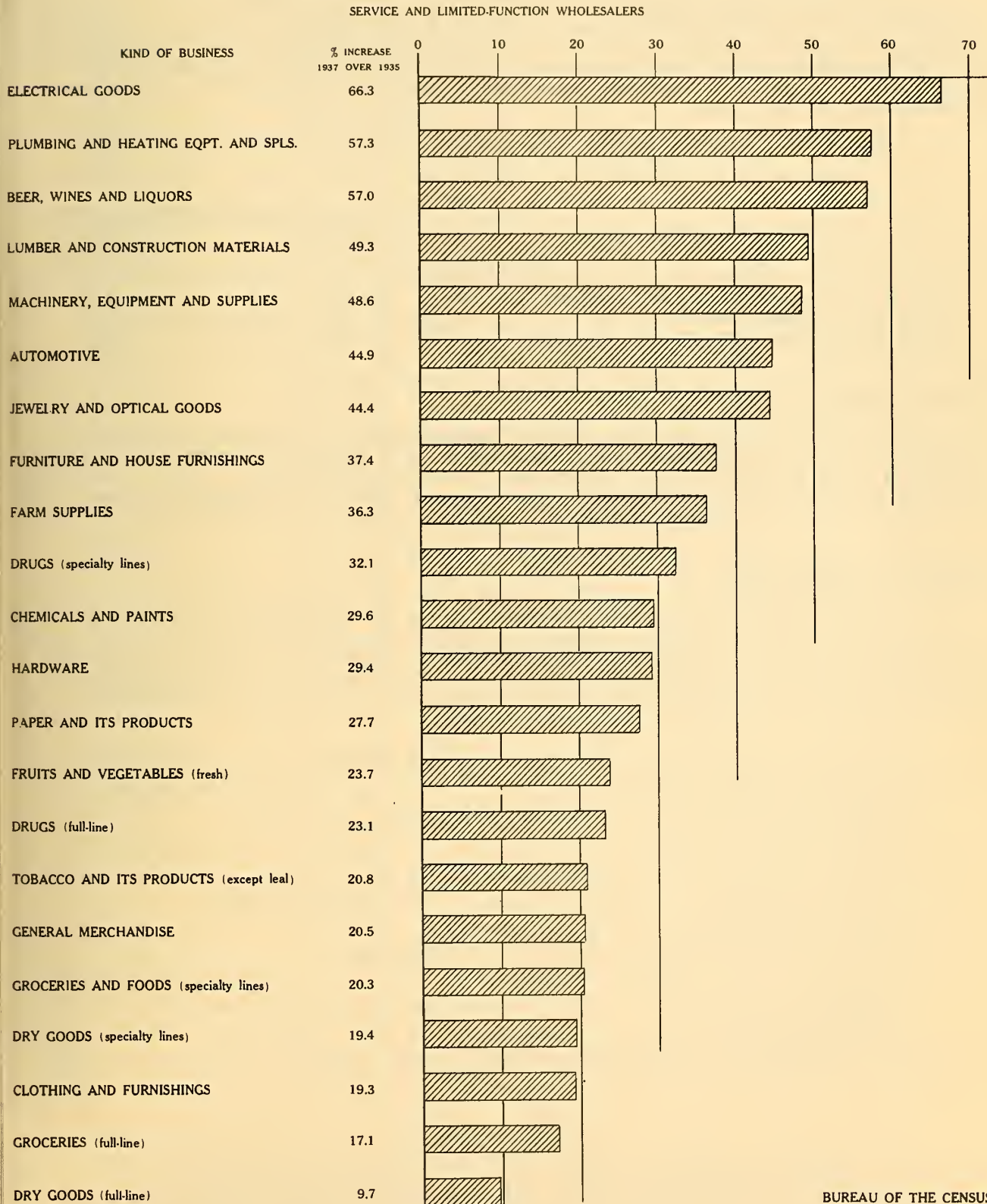
The heavy or durable goods trades show the largest gains in business when 1937 is compared with 1936 and 1935. Electrical goods lead with 66.3 percent increase for service wholesalers and 80.9 percent for manufacturers' sales branches, 1937 over 1935, followed by plumbing and heating, lumber and construction material and machinery, equipment and supplies. Beer, wines and liquors, new trades, also show big gains. As might be expected, such classifications as dry goods, clothing and furnishings and tobacco experienced the smallest increases. It is interesting to note that on the whole, service and limited-function wholesalers and manufacturers' sales branches show very consistent gains.

Percentage Gains In Sales, 1937 Over 1936 And 1935:

KIND OF BUSINESS	Service and limited function wholesalers			Manufacturers' sales branches		
	Estab- lish- ments	Sales		Number of branches	Sales	
		1937 over 1936 %	1937 over 1935 %		1937 over 1936 %	1937 over 1935 %
<u>UNITED STATES</u>	<u>12,840</u>	<u>+10.8</u>	<u>+31.1</u>	<u>5,476</u>	<u>+11.8</u>	<u>+32.0</u>
Automotive	924	+10.8	+44.9	509	+14.8	+43.5
Beer, wines and liquors	684	+14.2	+57.0	113	+ 7.1	+29.8
Chemicals and paints	292	+10.0	+29.6	317	+10.4	+35.9
Clothing and furnishings	627	+ 1.8	+19.3	110	+ 5.3	+18.1
Drugs and drug sundries	308	+10.6	+24.7	54	+ 9.5	+22.1
Dry goods	730	+ 3.9	+16.7	60	- 2.6	+ 4.5
Electrical goods	596	+24.1	+66.3	215	+26.8	+80.9
Fruits and vegetables (fresh)	904	+ 5.2	+23.7	--	--	--
Farm supplies	254	+16.8	+36.3	31	+15.0	+14.4
Furniture and house furnishings	400	+ 8.8	+37.4	166	+ 8.1	+28.7
General merchandise	72	+ 6.8	+20.5	--	--	--
Groceries (full-line)	1,069	+ 6.7	+17.1	--	--	--
Groceries (specialty-line)	1,886	+10.2	+20.3	1,755	+ 6.4	+15.0
Hardware	271	+10.5	+29.4	31	+17.0	+47.5
Jewelry and optical goods	372	+11.4	+44.4	170	+16.5	+47.8
Lumber and construction materials	568	+14.2	+49.3	97	+11.9	+60.7
Machinery, equipment and supplies	1,552	+19.4	+48.6	1,519	+19.1	+50.5
Paper and its products	536	+12.4	+27.7	58	+11.7	+27.8
Plumbing and heating equipment and supplies	486	+14.3	+57.3	243	+20.1	+69.1
Tobacco and its products (except leaf)	309	+ 9.0	+20.8	28	+ 3.1	+ 9.5

WHOLESALE DISTRIBUTION

CHART 1. - PERCENT OF INCREASE IN SALES: 1937 OVER 1935 BY KIND OF BUSINESS



Pay Roll And Inventories Increase

Substantial increases are noted in pay roll and inventories as well as for sales when 1937 is compared with 1935. Pay roll and inventories of service and limited-function wholesalers were up 29.2 percent and 23.8 percent respectively, as compared with 31.1 percent for sales. Inventories of manufacturers' sales branches at the end of the year 1937 were 43.0 percent above 1935, while sales were up 32.0 percent and pay roll 30.9 percent. In the case of commission merchants handling fresh fruits and vegetables, pay roll increased by a greater percentage than sales, 13.5 percent as compared with 10.7 percent.

Percentage increases, 1937 over 1935, in sales, pay roll and stocks, are given below:

Type of Operation	Number of establishments	Percent increase, 1937 over 1935		
		Sales	Pay roll	Stocks (end of year)
Service and limited-function wholesalers	12,840	31.1	29.2	23.8
Manufacturers' sales branches	5,476	32.0	30.9	43.0
Commission merchants (fruits and vegetables)	101	10.7	13.5	5.7

97 Kinds Of Business

The 22 kind-of-business groups included in this Survey are subdivided, on the basis of commodities or lines of merchandise, into 97 detailed kinds of business. Statistics are presented for each of these 97 kinds of business in Tables 1, 2 and 3 for the country as a whole. For States and Cities, however, it has been necessary, due to the small number of establishments for some classifications, to limit the data to the 22 kind-of-business groups.

Disclosure Of Individual Operation

Data are presented in each area for as many of the classifications as possible. The nature of the material, however, requires the withholding of many items of information to avoid disclosure of individual operations. In general, figures are not shown separately in an area for classifications which include fewer than three establishments or ownership groups. The following kinds of business when not shown separately under service and limited-function wholesalers are combined under the title as given to the right:

Dry Goods (full-line)	{ Dry Goods (full and specialty lines)
Dry Goods (specialty lines)	
Dry Goods (full-line)	{ Dry Goods and Apparel
Dry Goods (specialty lines)	
Clothing and furnishings	
Drugs (full-line)	{ Drugs and Drug Sundries
Drugs and Drug Sundries (specialty lines)	
Groceries (full-line)	{ Groceries
Groceries and Foods (specialty lines)	
Hardware	{ Hardware - Plumbing and Heating
Plumbing and Heating	

All other kinds of business which could not be shown as such are omitted from the area.

TABLES 1, 2 AND 3

Three tables are presented for each of the 29 States and 13 largest Cities. Table 1 gives net sales by quarters, 1937 and the first half of 1938, for identical establishments; Table 2 presents sales, pay roll and inventory data of identical establishments for the years 1935, 1936 and 1937; and Table 3 measures the size of the sample in this Survey in terms of totals in the 1935 Census. As not all kinds of business are included in this Survey, totals are omitted from State and City tables.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

UNITED STATES SUMMARY

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30	3RD QR. July 1 Sept. 30	4TH QR. Oct. 1 Dec. 31	1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
UNITED STATES	18	33	12 840	\$5,753,482	\$1,791,062	\$1,556,903	\$1,471,111	\$1,370,406	\$1,153,469	\$1,213,135	-17.1	-20.6
Automotive	16	33	924	370,166	88,333	107,114	85,567	89,152	63,546	65,409	-28.1	-38.9
Automobiles and other motor vehicles	16	33	64	204,203	51,685	66,389	40,890	45,239	33,435	31,290	-35.3	-52.9
Automotive equipment	17	31	823	174,517	29,026	34,250	36,291	34,950	24,995	28,554	-13.9	-16.6
Tires and tubes	9	41	37	31,446	7,622	6,475	8,386	8,963	5,116	5,565	-32.9	-14.1
Beer, Wines and Liquors	12	22	684	244,300	51,580	59,963	63,181	69,626	47,609	52,254	-7.3	-2.9
Beer and other fermented malt liquors	12	21	464	88,483	16,017	23,874	28,425	20,167	16,091	22,049	+ 0.5	-7.6
Wines and liquors	15	23	220	155,817	35,563	36,089	34,706	49,459	31,718	36,205	-10.8	+ 0.3
Chemicals and Paints	20	29	292	104,191	25,633	29,563	26,746	22,249	20,044	22,056	-21.8	-25.3
Dyestuffs	46	40	26	8,294	2,325	2,041	2,054	1,873	1,869	1,551	-19.6	-24.0
Explosives	19	30	5	608	151	153	149	155	146	153	-3.3	0.0
Industrial chemicals	34	50	69	52,931	13,766	14,260	13,320	11,585	10,520	10,567	-23.6	-25.9
Naval stores	33	20	12	9,202	2,097	2,740	2,579	1,786	1,150	1,257	-45.2	-54.1
Paints and varnishes	18	27	140	22,069	4,575	7,216	5,863	4,415	4,146	6,250	-9.4	-13.4
All other	12	11	40	11,087	2,718	3,153	2,781	2,435	2,213	2,218	-18.6	-26.5
Clothing and Furnishings	16	23	627	177,522	42,659	42,394	49,568	42,901	35,701	35,642	-16.3	-15.9
Clothing and/or furnishings (full line)	13	24	72	17,386	3,236	4,028	4,899	5,223	2,576	3,582	-20.4	-11.1
Men's and boys'	17	23	171	30,512	6,548	7,340	8,360	8,264	4,899	6,011	-25.2	-18.1
Women's and children's	14	20	151	52,755	14,006	12,364	13,882	12,503	11,742	10,331	-16.2	-16.4
Furs, dressed and fur clothing	13	29	37	12,641	2,849	3,040	4,129	2,623	1,895	1,073	-33.5	-64.7
Hosiery	19	39	38	16,589	3,927	4,058	4,067	4,537	3,605	3,992	-8.2	-1.6
Millinery and millinery supplies	21	24	75	14,038	3,842	3,415	3,794	2,987	3,688	3,334	-4.0	-2.4
Shoes and other footwear	18	22	83	33,601	8,251	8,149	10,437	6,764	7,296	7,319	-11.6	-10.2
Drugs (full line)	50	61	148	241,722	59,697	57,347	59,467	65,211	57,015	54,855	-4.5	-4.3
Without liquor departments	--	--	96	112,599	28,328	26,290	28,115	29,266	27,090	25,753	-4.4	-4.2
With liquor departments 1/	--	--	42	75,621	18,873	18,009	19,138	19,601	17,853	16,964	-5.4	-5.8
Drug departments	--	--	--	34,112	7,683	7,750	7,373	11,306	7,384	7,618	-3.9	-1.7
Liquor departments	--	--	10	19,390	4,813	4,698	4,841	5,038	4,688	4,520	-2.6	-3.8
Cooperatives and mutuals	--	--	--	--	--	--	--	--	--	--	--	--
Drugs and Drug Sundries (specialty lines)	13	35	160	56,623	13,908	13,678	12,940	16,097	13,029	13,180	-6.3	-3.6
Drug specialties	16	27	55	9,692	2,621	2,381	2,366	2,324	2,019	1,904	-23.0	-20.0
Drug proprietories and toiletries	11	30	69	24,206	5,705	5,359	5,476	7,666	5,069	5,293	-11.1	-1.2
Druggist sundries	13	52	36	22,725	5,582	5,938	5,098	6,107	5,941	5,983	+ 6.4	+ 0.8
Dry Goods (full line)	29	34	89	98,217	23,940	22,540	27,724	24,013	18,709	17,847	-21.9	-20.8
Dry Goods (specialty lines)	19	32	641	278,580	86,153	65,882	68,978	57,567	62,408	49,666	-27.6	-24.6
Notions	21	40	188	42,956	11,896	9,930	11,043	10,087	9,519	8,179	-20.0	-17.6
Piece goods	21	32	327	228,323	72,375	54,222	56,054	45,672	51,589	40,184	-28.7	-25.9
All other	11	24	56	7,301	1,882	1,730	1,881	1,808	1,300	1,303	-30.9	-24.7
Electrical Goods 2/	24	45	596	427,425	98,933	133,798	103,891	90,803	72,405	83,023	-26.8	-37.9
Electrical goods (full line)	35	63	405	282,464	62,957	81,612	70,724	67,171	47,778	54,560	-24.1	-33.1
Apparatus and equipment	12	21	23	7,266	1,668	2,046	1,995	1,557	1,313	1,169	-21.3	-42.9
Radios, refrigerators & appliances	15	30	168	137,695	34,308	50,140	31,172	22,075	23,314	27,294	-32.0	-45.6
Fruits and Vegetables (fresh)	15	30	904	356,025	83,683	106,909	88,506	77,727	70,959	92,129	-15.2	-13.8
Farm Supplies	18	31	254	117,652	34,643	33,004	26,342	23,663	27,952	23,442	-19.3	-29.0
Feed	18	28	167	55,763	15,639	15,845	12,480	11,799	10,992	10,744	-29.7	-32.2
Fertilizer	19	48	15	23,223	6,572	6,442	5,208	5,001	5,799	4,653	-11.8	-27.8
Seeds	18	27	62	30,200	10,297	8,040	6,311	5,452	9,428	5,423	-9.3	-32.6
All other	20	57	10	8,466	2,035	2,677	2,343	1,411	1,733	2,622	-14.8	-2.1
(continued on next page)												

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+ INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

UNITED STATES SUMMARY (continued)

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938				1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30	3RD QR. July 1 Sept. 30	4TH QR. Oct. 1 Dec. 31	1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)														
Furniture and House Furnishings	20	41	400	\$137,620	\$ 31,629	\$ 36,376	\$ 35,272	\$ 34,343	\$ 25,070	\$ 26,643	-20.7	-26.8		
China, glassware and crockery	21	40	67	17,264	3,785	4,166	4,662	4,651	3,179	3,073	-16.0	-26.2		
Floor coverings	33	53	119	63,256	14,252	17,760	16,263	14,981	10,915	12,612	-23.4	-29.0		
Furniture (household and office)	17	24	62	15,060	3,021	4,485	3,644	3,910	2,420	2,926	-19.9	-34.8		
House furnishings (except as specified)	17	37	132	35,646	9,047	8,500	9,141	8,958	6,998	6,731	-22.6	-20.8		
Musical instruments and sheet music	18	31	20	6,394	1,524	1,465	1,562	1,843	1,558	1,301	+ 2.2	-11.2		
General Merchandise	34	27	72	116,339	26,919	26,777	32,230	30,413	22,990	22,063	-14.6	-17.6		
Groceries (full line)	28	36	1,069	812,204	193,672	203,861	216,902	197,769	177,663	185,001	- 8.3	- 9.3		
Wholesale merchants	--	--	720	474,175	113,099	120,116	127,204	113,756	102,099	106,646	- 9.7	-11.2		
Voluntary group wholesalers	--	--	170	236,290	55,911	58,822	62,978	58,579	51,586	54,115	- 7.7	- 8.0		
Cash-and-carry depots	--	--	131	21,501	5,182	5,489	5,788	5,042	4,783	4,924	- 7.7	-10.3		
Retailer-cooperative warehouses	--	--	48	80,238	19,480	19,434	20,932	20,392	19,195	19,316	- 1.5	- 0.6		
Groceries and Foods (specialty lines)	16	31	1,886	632,468	157,267	156,091	159,176	159,934	138,704	137,051	-11.8	-12.2		
Canned goods	15	18	43	15,766	3,966	4,063	3,980	3,757	3,402	3,389	-14.2	-16.6		
Coffee, tea and spices	22	38	215	105,319	28,206	25,946	25,003	26,162	24,619	21,766	-13.8	-16.1		
Confectionery	12	23	241	31,162	7,218	7,735	7,811	8,398	6,721	7,043	- 6.9	- 8.9		
Fish and sea foods	16	31	203	42,132	10,851	9,584	10,032	11,665	10,278	8,820	- 5.3	- 8.0		
Flour	22	33	110	25,056	6,226	6,497	6,440	5,893	5,324	5,234	-14.5	-19.4		
Meats and meat products	20	34	452	185,280	42,918	46,742	48,907	46,713	39,185	42,433	- 8.7	- 9.2		
Soft drinks	4	13	19	3,147	629	856	997	665	575	731	- 8.6	-14.6		
Sugar	42	60	53	38,860	10,892	9,019	10,339	8,610	8,238	8,848	-24.4	- 1.9		
Other food and grocery specialties	13	27	550	185,746	46,359	45,649	45,667	48,071	40,662	38,787	-12.3	-15.0		
Hardware	24	38	271	210,033	48,015	57,222	55,506	49,290	39,137	45,864	-18.5	-19.9		
Hardware (full line)	29	39	175	194,320	44,218	52,953	51,504	45,645	36,172	42,644	-18.2	-19.5		
Hardware (specialty lines)	18	27	96	15,713	3,797	4,269	4,002	3,645	2,965	3,220	-21.9	-24.6		
Jewelry and Optical Goods	21	32	372	83,079	18,143	18,913	21,229	24,794	12,799	13,167	-29.5	-30.4		
Jewelry (full line)	26	35	59	21,268	3,626	4,513	5,340	7,789	2,905	3,255	-19.9	-27.9		
Clocks and watches	14	20	22	8,191	1,227	1,626	2,129	3,209	697	1,017	-43.2	-37.5		
Diamonds and other precious stones	27	40	75	18,291	5,360	4,771	4,430	3,710	2,503	2,536	-53.5	-46.8		
Other jewelry specialties	12	28	92	21,414	4,531	4,568	5,660	6,655	3,643	3,376	-19.6	-26.1		
Optical goods	32	40	124	13,915	3,379	3,435	3,670	3,431	3,051	2,983	- 9.7	-13.2		
Lumber and Construction Materials	20	33	568	240,028	55,696	72,623	63,099	48,610	39,506	46,102	-29.1	-36.5		
Builders' supplies (full line)	23	24	116	26,932	5,683	7,658	7,520	6,171	4,744	6,146	-15.0	-19.7		
Lumber and millwork	20	35	326	174,856	41,894	53,047	45,627	34,288	28,983	32,598	-30.8	-38.5		
Brick, tile and terra cotta	12	17	14	2,595	558	809	698	530	367	544	-34.2	-32.8		
Cement, lime and plaster	15	13	20	3,461	687	1,006	985	783	525	674	-23.6	-33.0		
Glass	21	42	55	14,017	3,566	3,540	3,504	3,407	2,408	2,462	-32.5	-30.5		
Sand, gravel and crushed stone	15	17	17	2,819	468	803	904	644	379	580	-19.0	-27.8		
All other	21	59	20	15,348	2,940	5,760	3,861	2,787	2,100	3,098	-28.6	-46.2		
Machinery, Equipment and Supplies	22	39	1,552	482,378	121,327	133,927	123,250	103,874	92,341	93,339	-23.9	-30.3		
Commercial machinery, eqpt. and spls.														
Office (except furniture)	15	33	30	5,935	1,544	1,560	1,449	1,382	1,299	1,186	-15.9	-24.0		
Store, restaurant and hotel	12	25	82	16,485	3,407	4,610	4,228	4,240	3,186	3,664	- 6.5	-20.5		
Farm and dairy machinery and equipment	15	37	50	23,774	5,547	8,150	6,492	3,585	5,558	6,396	+ 0.2	-21.5		
Industrial equipment and supplies														
Industrial (full line)	45	50	85	63,482	15,755	17,863	16,484	13,380	10,474	10,494	-33.5	-41.3		
Belting, hose and packing	24	40	41	7,409	2,004	2,189	1,896	1,320	1,139	1,234	-43.2	-43.6		
Power transmission equipment	23	21	15	2,242	569	629	548	496	391	371	-31.3	-41.0		
Rope, cordage and twine	29	22	16	3,701	1,048	1,143	845	665	679	728	-35.2	-36.3		
All other	24	42	249	62,675	15,757	17,425	15,849	13,644	11,800	11,829	-25.1	-32.1		
Industrial machinery														
Construction (including road building)	20	27	56	25,633	5,445	7,885	6,410	5,893	4,473	5,734	-17.9	-27.3		
Machine tools	20	27	16	5,732	1,135	1,367	1,874	1,356	985	631	-13.2	-53.8		
Mining and quarrying	16	38	14	6,150	1,616	1,706	1,510	1,318	1,042	950	-35.5	-44.3		
Oil well and oil refining	30	49	228	117,789	32,846	31,021	29,376	24,546	22,773	20,487	-30.7	-34.0		
Power plant	23	42	15	4,182	990	965	1,145	1,082	758	768	-23.4	-18.3		
Used machinery and equipment	15	22	28	3,882	940	1,170	1,008	764	707	572	-24.8	-51.1		
All other	18	28	71	12,689	3,558	3,507	3,146	2,478	2,579	2,465	-27.5	-29.7		
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+ INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

UNITED STATES SUMMARY (continued)

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QTR. 1937 To 1ST QTR. 1938	2ND QTR. 1937 To 2ND QTR. 1938		
					1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30	3RD QTR. July 1 Sept. 30	4TH QTR. Oct. 1 Dec. 31	1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)														
Machinery, Equipment & Spls.(cont'd.)														
Professional equipment and supplies	36	52	92	\$14,046	\$3,353	\$3,675	\$3,597	\$3,421	\$3,045	\$2,986	- 9.2	-18.7		
Dental	28	42	56	15,478	3,643	3,789	4,041	4,005	3,703	3,487	+ 1.6	- 8.0		
Surgical, medical and hospital	26	35	65	15,243	3,193	3,388	4,668	3,994	3,032	3,040	- 5.0	-10.3		
All other														
Service equipment and supplies	14	28	91	12,751	3,049	3,731	2,845	3,126	2,626	3,072	-13.9	-17.7		
Barber and beauty parlor	49	68	68	19,215	4,823	5,199	4,876	4,317	4,012	4,285	-16.8	-17.6		
Laundry	23	38	46	13,434	3,630	3,410	3,232	3,162	2,519	2,245	-30.6	-34.2		
Upholsterers'	12	23	77	9,979	2,441	2,499	2,421	2,618	2,309	2,408	- 5.4	- 3.6		
All other														
Transportation equipment and supplies	25	34	61	20,472	5,034	7,046	5,310	3,082	3,252	4,287	-35.4	-39.2		
Paper and Its Products	21	35	536	183,336	46,167	48,840	45,690	42,639	38,569	38,096	-16.5	-22.0		
Wrapping or coarse paper and products	22	35	352	129,847	32,450	34,760	32,610	30,027	27,017	27,381	-16.7	-21.2		
Fine or printing and writing paper	38	47	81	37,774	10,041	10,185	9,021	8,527	8,243	7,536	-17.9	-26.0		
Stationery and stationery supplies	16	28	83	13,195	3,031	3,015	3,593	3,556	2,647	2,442	-12.7	-19.0		
Wall paper	8	14	20	2,520	645	880	466	529	662	737	+ 2.6	-16.3		
Plumbing and Heating Equipment and Supplies	28	38	486	143,994	30,495	37,437	40,213	35,849	23,152	28,590	-24.1	-23.6		
Plumbing and heating (full line)	48	48	242	91,206	19,032	24,088	25,563	22,523	14,545	18,667	-23.6	-22.5		
Heating (including stoves and ranges)	22	22	50	7,860	1,526	1,686	2,298	2,350	1,122	1,197	-26.5	-29.0		
Plumbing fixtures, equipment and supplies	20	28	170	40,439	9,017	10,595	11,004	9,823	6,829	7,872	-24.3	-25.7		
All other	16	31	24	4,489	920	1,068	1,348	1,153	656	854	-28.7	-20.0		
Tobacco and Its Products (except leaf)	14	26	309	244,780	52,570	62,644	65,684	63,882	53,961	61,676	+ 2.6	- 1.5		
MANUFACTURERS' SALES BRANCHES (with stocks)														
UNITED STATES	53	67	5,476	5,986,268	1,460,563	1,619,534	1,520,110	1,386,061	1,156,101	1,200,796	-20.8	-25.9		
Automotive	57	75	509	1,361,094	317,713	416,843	314,588	311,950	204,745	223,814	-35.6	-46.3		
Automobiles and other motor vehicles	73	81	315	1,186,391	276,193	376,555	264,567	269,076	173,892	184,282	-37.0	-51.1		
Automotive equipment	22	12	43	6,415	1,423	1,518	1,814	1,660	1,142	1,264	-19.7	-16.7		
Tires and tubes	56	62	151	168,288	40,097	38,770	48,207	41,214	29,711	38,268	-25.9	- 1.3		
Beer, Wines and Liquors	30	57	113	197,882	40,046	47,931	50,584	59,321	34,972	43,094	-12.7	-10.1		
Beer and other fermented malt liquors	26	60	67	59,038	10,355	16,871	19,111	12,701	10,887	15,255	+ 5.1	- 9.6		
Wines and liquors	40	57	46	138,844	29,691	31,060	31,473	46,620	24,085	27,839	-18.9	-10.4		
Chemicals and Paints	57	44	317	252,784	60,369	68,502	68,406	55,507	47,192	50,411	-21.8	-26.4		
Industrial chemicals	59	43	43	80,455	19,972	23,099	21,068	16,316	13,370	15,622	-33.1	-32.4		
Paints and varnishes	56	44	148	103,289	22,797	26,412	30,002	24,078	19,222	19,802	-15.7	-25.0		
All other	57	43	126	69,040	17,600	18,991	17,336	15,113	14,600	14,987	-17.0	-21.1		
Clothing and Furnishings	32	48	110	161,492	41,668	36,394	45,622	37,808	33,317	30,785	-20.0	-15.4		
Men's and boys'	26	33	36	42,514	9,551	9,931	10,361	12,671	8,602	8,373	- 9.9	-15.7		
Women's and children's	18	20	19	11,461	3,046	2,858	3,116	2,441	2,731	2,108	-10.3	-26.2		
Hosiery	43	37	6	4,451	988	1,094	1,096	1,273	1,046	987	+ 5.9	- 9.8		
Shoes and other footwear	78	79	43	101,357	27,753	22,051	30,608	20,945	20,596	18,845	-25.8	-14.5		
All other	19	13	6	1,709	330	460	441	478	342	472	+ 3.6	+ 2.6		
Drugs and Drug Sundries	20	33	54	52,416	15,203	12,695	12,148	12,370	13,507	11,358	-11.2	-10.5		
Dry Goods	29	19	60	36,546	11,116	9,244	8,914	7,272	7,816	6,247	-29.7	-32.4		
Electrical Goods	50	90	215	567,688	157,337	156,874	135,026	118,451	108,486	97,235	-31.0	-38.0		
(continued on next page)														

+ INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

UNITED STATES SUMMARY (continued)

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938				1ST QTR. 1937 To 1ST QTR. 1938	2ND QTR. 1937 To 2ND QTR. 1938
					1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30	3RD QTR. July 1 Sept. 30	4TH QTR. Oct. 1 Dec. 31	1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30				
MANUFACTURERS' SALES BRANCHES (with stocks) (continued)														
Farm Supplies	42	50	31	\$18,047	\$4,812	\$8,534	\$2,717	\$1,984	\$4,403	\$7,455	- 8.5	-12.6		
Feed	33	40	10	1,490	413	408	351	318	312	296	-24.5	-27.5		
Fertilizer	54	51	21	16,557	4,399	8,126	2,366	1,666	4,091	7,159	- 7.0	-11.9		
Furniture and House Furnishings	66	72	166	72,722	17,600	20,896	18,814	15,412	13,330	14,091	-24.3	-32.6		
Floor coverings	68	73	34	28,947	7,696	8,657	7,083	5,511	5,316	4,918	-30.9	-43.2		
Furniture (household and office)	78	84	94	32,052	6,996	8,824	8,796	7,436	6,009	6,503	-14.1	-26.3		
House furnishings (except as specified)	50	51	36	10,991	2,724	3,225	2,800	2,242	1,880	2,538	-31.0	-21.3		
All other	29	23	2	732	184	190	135	223	125	132	-32.1	-30.5		
Groceries and Foods (specialty lines)	57	78	1,755	2,032,025	505,989	493,800	531,562	500,674	444,457	449,430	-12.2	- 9.0		
Canned goods	44	64	101	118,432	29,654	28,531	30,388	29,659	24,756	23,255	-17.1	-18.5		
Confectionery	23	51	19	22,929	6,066	4,944	5,845	6,074	5,640	4,811	- 7.0	- 2.7		
Flour	57	62	94	77,611	19,178	20,494	18,716	19,223	16,665	15,640	-13.1	-23.7		
Meats and meat products	92	92	866	1,146,882	267,981	283,320	298,862	296,719	246,838	255,282	- 7.9	- 9.9		
Breakfast cereals	40	68	47	115,618	32,390	28,492	29,333	25,403	28,051	28,142	-13.4	- 1.2		
All other	628			550,553	150,520	128,019	148,418	123,596	122,507	122,300	-18.6	- 4.5		
Hardware	50	38	31	10,343	2,804	3,017	2,554	1,968	1,736	1,628	-38.1	-46.0		
Jewelry and Optical Goods	68	33	170	44,719	10,850	11,219	12,175	10,475	8,508	8,437	-21.6	-24.8		
Jewelry	42	18	18	21,905	5,261	5,358	6,080	5,206	3,790	3,739	-28.0	-30.2		
Optical goods	74	92	152	22,814	5,589	5,861	6,095	5,269	4,718	4,698	-15.6	-19.8		
Lumber and Construction Materials	37	27	97	49,637	10,591	14,140	15,027	9,879	8,394	11,408	-20.7	-19.3		
Builders' supplies (full line)	31	30	14	13,610	3,087	3,773	4,470	2,280	2,288	3,185	-25.9	-15.6		
Lumber and millwork	26	36	10	8,053	1,751	2,417	2,132	1,753	1,439	1,660	-17.8	-31.3		
Brick, tile and terra cotta	30	35	13	2,913	680	842	862	529	465	571	-31.6	-32.2		
Cement, lime and plaster	56	22	15	5,193	722	1,555	1,855	1,061	570	1,195	-21.1	-23.2		
All other	42	24	45	19,868	4,351	5,553	5,708	4,256	3,632	4,797	-16.5	-13.6		
Machinery, Equipment and Supplies	58	68	1,519	685,885	164,565	203,794	181,808	135,718	136,655	146,487	-17.0	-28.1		
Commercial machinery, eqpt. and spls.	57	65	544	96,028	25,912	24,878	21,961	23,277	20,494	20,662	-20.9	-16.9		
Office (except furniture)	51	78	41	23,323	4,652	7,270	6,486	4,915	4,246	5,821	- 8.7	-19.9		
Store, restaurant and hotel	67	78	168	255,745	60,628	83,814	69,711	41,592	55,259	61,981	- 8.9	-26.1		
Farm and dairy machinery and eqpt.	71	89	5	4,338	899	1,198	1,205	1,036	689	684	-23.4	-42.9		
Industrial equipment and supplies	73	88	37	26,872	6,681	7,411	7,123	5,657	4,632	5,701	-30.7	-23.1		
Industrial (full line)	58	93	47	10,656	2,611	2,998	2,835	2,212	1,855	1,744	-29.0	-41.8		
Belting, hose and packing	83	99	15	8,918	2,340	2,819	2,284	1,475	1,477	1,801	-36.9	-36.1		
Power transmission equipment	65	62	204	86,169	22,380	25,102	21,421	17,266	14,792	14,408	-33.9	-42.6		
Rope, cordage and twine	30	45	24	15,515	3,437	4,311	4,439	3,328	2,778	2,972	-19.2	-31.1		
All other	15	9	8	2,317	528	633	548	608	441	358	-16.5	-43.4		
Industrial machinery	69	68	103	27,941	6,400	7,784	7,227	6,530	5,974	5,082	- 6.7	-34.7		
Construction (including road building)	60	73	72	59,548	11,118	16,934	19,762	11,734	9,319	10,561	-16.2	-37.6		
Mining and quarrying	84	87	32	12,083	2,944	3,251	2,876	3,012	2,487	2,422	-15.5	-25.5		
Oil well and oil refining	67	53	78	13,792	3,267	3,575	3,596	3,354	3,575	3,405	+ 9.4	- 4.8		
All other	67	72	16	4,151	919	1,064	1,035	1,133	878	925	- 4.5	-13.1		
Professional equipment and supplies	26	47	13	11,481	2,542	3,698	2,873	2,368	2,065	2,239	-18.8	-39.5		
Dental	72	73	31	6,537	1,899	1,527	1,612	1,499	1,244	1,286	-34.5	-15.8		
Surgical, medical and hospital	46	48	81	20,471	5,408	5,527	4,814	4,722	4,450	4,435	-17.7	-19.8		
All other														
Service equipment and supplies	28	33	58	62,703	16,066	17,188	16,574	12,875	12,452	12,164	-22.5	-29.2		
Laundry														
Upholsterers'														
All other														
Paper and Its Products														

(continued on next page)

+ INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

UNITED STATES SUMMARY (continued)

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
MANUFACTURERS' SALES BRANCHES (with stocks) (continued)												
Plumbing & Heating Equipment & Supplies	66	71	243	\$123,472	\$27,017	\$33,395	\$33,392	\$29,668	\$18,212	\$22,576	-32.6	-32.4
Plumbing and heating (full line)	--	--	38	17,319	3,580	4,561	4,898	4,280	2,821	3,929	-21.2	-13.9
Heating (including stoves and ranges)	--	--	54	30,901	5,955	7,932	9,083	7,931	3,604	4,686	-39.5	-40.9
Plumbing fixtures, equipment & spls.	--	--	137	72,105	16,759	20,043	18,609	16,694	11,213	13,279	-33.1	-33.7
All other	--	--	14	3,147	723	859	802	763	574	682	-20.6	-20.6
Tobacco and Its Products (except leaf)	43	58	28	256,813	56,817	65,068	70,199	64,729	57,919	64,176	+ 1.9	- 1.4
COMMISSION MERCHANTS												
UNITED STATES												
Fruits and Vegetables (fresh)	8	10	101	67,733	17,275	20,669	14,587	15,202	14,145	17,865	-18.1	-13.6

+ INCREASE - DECREASE

1/ Includes one cooperative.

2/ Includes houses formerly classified as "Wiring supplies and construction materials".

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

UNITED STATES SUMMARY

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
UNITED STATES	18	33	12,840	\$5,759,482	\$5,197,077	\$4,393,400	\$425,249	\$329,089	\$688,714	\$641,347	\$556,276	31.1	29.2	23.8
Automotive	16	33	924	370,166	334,093	255,546	28,685	22,794	41,729	34,955	30,832	44.9	25.8	35.3
Automobiles and other motor vehicles	16	33	64	204,203	181,405	125,877	8,546	5,716	11,594	7,497	5,667	62.2	49.5	104.6
Automotive equipment	17	31	823	134,517	126,674	108,302	19,124	16,255	27,788	25,182	22,328	24.2	17.6	24.5
Tires and tubes	9	41	37	31,446	26,014	21,367	1,015	823	2,347	2,276	2,837	47.2	33.3	-17.3
Beer, Wines and Liquors	12	22	684	244,300	213,975	155,592	15,178	9,966	22,936	20,446	16,521	57.0	52.3	38.8
Beer and other fermented malt liquors	12	21	464	88,483	78,142	57,745	6,177	3,935	3,849	3,203	2,162	53.2	57.0	78.0
Wines and liquors	15	23	220	155,817	135,833	97,847	9,001	6,031	19,087	17,243	14,359	59.2	49.2	32.9
Chemicals and Paints	20	29	292	104,191	94,750	80,383	8,715	6,538	11,189	10,222	9,420	29.6	33.3	18.8
Dyestuffs	46	40	26	8,294	7,300	6,325	865	718	622	450	407	31.1	20.5	52.8
Explosives	19	30	5	608	508	486	34	34	56	53	48	25.1	0.0	16.7
Industrial chemicals	34	50	69	52,931	47,930	39,991	3,251	2,299	4,514	3,846	3,871	22.4	41.4	16.6
Naval stores	33	20	12	9,202	7,717	6,701	393	312	428	563	511	37.3	26.0	-16.2
Paints and varnishes	18	27	140	22,069	20,747	18,095	2,908	2,192	4,185	4,036	3,615	22.0	32.7	15.8
All other	12	11	40	11,087	10,548	8,785	1,264	983	1,384	1,274	968	26.2	28.6	43.0
Clothing and Furnishings	16	23	627	177,522	174,368	148,863	13,814	11,626	21,159	19,581	16,829	19.3	18.8	25.7
Clothing and/or furnishings (full line)	13	24	72	17,386	17,767	15,914	1,547	1,432	2,953	2,864	2,440	9.2	8.0	21.0
Men's and boys'	17	23	171	30,512	30,628	26,725	2,947	2,424	5,977	5,117	4,427	14.2	21.6	35.0
Women's and children's	14	20	151	52,755	51,723	46,038	3,818	3,155	3,530	3,243	2,708	14.6	21.0	30.4
Furs, dressed & fur clothing	13	29	37	12,641	13,365	9,511	725	585	1,050	1,156	665	32.9	23.9	57.9
Hosiery	19	39	38	16,589	15,782	14,011	866	682	1,734	1,564	1,407	18.4	27.0	23.2
Millinery and millinery supplies	21	24	75	14,038	12,871	10,253	1,582	1,216	944	991	790	36.9	30.1	19.5
Shoes and other footwear	18	22	83	33,601	32,232	26,411	2,329	2,132	4,971	4,646	4,392	27.2	9.2	13.2
Drugs (full line)	50	61	148	241,722	218,288	196,408	16,773	13,555	41,366	39,051	33,253	23.1	23.7	24.4
Without liquor departments	--	--	96	112,599	103,970	96,443	8,329	7,140	19,125	17,408	16,238	16.8	16.7	17.8
With liquor departments 1/	--	--	42	{ 75,621	{ 73,064	{ 63,526	{ 5,814	{ 5,492	{ 13,268	{ 13,002	{ 14,710	31.4	31.0	32.6
Drug departments	--	--	--	{ 34,112	{ 23,723	--	{ 1,378	--	{ 6,243	{ 6,127	--	--	--	--
Liquor departments	--	--	10	19,390	17,531	16,439	1,252	923	2,730	2,514	2,305	18.0	35.6	18.4
Cooperatives and mutuals	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs and Drug Sundries (specialty lines)	13	35	160	56,623	51,473	42,854	5,591	3,834	4,760	4,027	4,888	32.1	45.8	- 2.6
Drug specialties	16	27	55	9,692	8,902	8,124	855	682	1,420	1,287	1,263	19.3	25.4	12.4
Drug proprietaries and toiletries	11	30	69	24,206	21,982	18,495	3,667	2,331	2,430	2,242	2,024	30.9	57.3	20.1
Druggist sundries	13	52	36	22,725	20,589	16,235	1,069	821	910	498	1,601	40.0	30.2	-43.2
Dry Goods (full line)	29	34	89	98,217	96,592	89,540	8,642	8,037	18,114	17,207	15,746	9.7	7.5	15.0
Dry Goods (specialty lines)	19	32	641	278,580	265,964	233,366	19,615	15,035	46,893	44,684	42,535	19.4	30.5	10.2
Notions	21	40	188	42,956	43,288	38,996	6,664	4,515	8,402	7,573	7,269	10.2	34.3	15.6
Piece goods	21	32	397	228,323	214,971	187,477	12,665	9,917	37,259	35,862	34,209	21.8	29.7	8.9
All other	11	24	56	7,301	7,705	6,893	686	603	1,232	1,249	1,057	5.9	13.8	16.6
Electrical Goods 2/	24	45	596	427,425	344,364	257,005	33,717	21,868	40,464	32,548	24,346	66.3	54.2	66.2
Electrical goods (full line)	35	63	405	282,464	221,165	163,910	21,083	12,798	27,697	23,660	17,255	72.3	64.7	60.5
Apparatus and equipment	12	21	23	7,266	5,791	4,300	1,007	655	688	604	490	69.0	53.7	40.4
Radios, refrigerators and appliances	15	30	168	137,695	117,408	88,795	11,627	8,415	12,079	8,284	6,601	55.1	38.2	83.0
Fruits and Vegetables (fresh)	15	30	904	356,825	339,153	288,470	17,644	14,280	7,091	7,539	6,359	23.7	23.6	11.5
Farm Supplies	18	31	254	117,652	100,707	86,339	6,737	4,893	11,174	10,471	8,682	36.3	37.7	28.7
Feed	18	28	167	55,763	49,317	41,101	2,807	2,038	3,236	3,460	3,150	35.7	37.7	2.7
Fertilizer	19	48	15	23,223	19,103	15,418	810	406	1,710	884	774	50.6	99.5	120.9
Seeds	18	27	62	30,200	25,645	24,194	2,809	2,236	5,500	5,730	4,495	24.8	25.6	22.4
All other	20	57	10	8,466	6,642	5,626	311	213	728	397	263	50.5	46.0	176.8
(continued on next page)														

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

UNITED STATES SUMMARY (continued)

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)														
Furniture & House Furnishings	20	41	400	\$137,620	\$126,517	\$100,181	\$12,455	\$ 8,939	\$26,445	\$23,305	\$20,932	37.4	39.3	26.3
China, glassware and crockery	21	40	67	17,264	15,905	13,543	2,314	1,757	3,309	2,568	2,585	27.5	31.7	28.0
Floor coverings	33	53	119	63,256	60,047	47,615	4,490	3,160	13,811	12,313	11,093	32.8	42.1	24.5
Furniture (household and office)	17	24	62	15,060	12,698	9,197	1,767	1,164	2,458	2,088	1,617	63.7	51.8	52.0
House furnishings (except as specified)	17	37	132	35,646	32,525	25,595	2,677	2,026	5,815	5,390	4,719	39.3	32.1	23.2
Musical instruments and sheet music	18	31	20	6,394	5,342	4,231	1,207	832	1,052	946	918	51.1	45.1	14.6
General Merchandise	34	27	72	116,339	108,906	96,508	9,741	8,051	19,419	18,483	15,886	20.5	21.0	22.2
Groceries (full line)	28	36	1,069	812,204	761,517	593,801	44,974	38,547	106,647	106,958	90,997	17.1	16.7	17.2
Wholesale merchants	--	--	720	474,175	444,532	402,259	25,821	22,157	62,583	63,149	53,669	17.9	16.5	16.6
Voluntary group wholesalers	--	--	170	236,290	222,997	208,591	16,189	13,965	33,600	33,744	29,031	13.3	15.9	15.7
Cash-and-carry depots	--	--	131	21,501	20,934	17,614	433	393	1,464	1,457	1,255	22.1	10.2	16.7
Retailer-cooperative warehouses	--	--	48	80,238	73,054	65,337	2,531	2,032	9,000	8,508	7,042	22.8	24.6	27.8
Groceries and Foods (specialty lines)	16	31	1,886	632,468	573,773	525,552	40,806	34,357	43,240	44,086	36,140	20.3	18.8	19.6
Canned goods	15	18	43	15,766	14,531	14,042	942	867	2,467	1,918	1,578	12.3	8.7	56.3
Coffee, tea and spices	22	38	215	105,319	91,447	83,866	7,438	6,733	9,955	11,834	11,060	25.6	10.5	3/
Confectionery	12	23	241	31,162	29,059	25,497	2,502	2,076	2,219	2,201	1,916	22.2	20.5	15.8
Fish and sea foods	16	31	203	42,132	39,709	37,229	4,127	3,762	2,198	2,366	1,603	13.2	9.7	37.1
Flour	22	33	110	25,056	25,020	25,949	1,254	1,158	1,325	1,448	1,171	- 3.4	8.3	13.2
Meats and meat products	20	34	452	185,280	163,249	148,799	11,220	8,872	4,264	4,496	3,462	24.5	26.5	23.2
Soft drinks	4	13	19	3,147	2,975	2,738	543	412	221	196	140	14.9	31.8	57.9
Sugar	42	60	53	38,860	40,960	37,618	1,164	1,147	1,706	2,749	935	3.3	1.5	82.5
Other food and grocery specialties	13	27	550	185,746	166,823	149,814	11,616	9,330	18,885	16,878	14,275	24.0	24.5	32.3
Hardware	24	38	271	210,033	190,049	162,374	22,767	18,157	47,402	45,251	39,434	29.4	25.4	20.2
Hardware (full line)	29	39	175	194,320	176,630	151,136	20,692	16,623	43,918	42,148	36,732	28.6	24.5	19.6
Hardware (specialty lines)	18	27	96	15,713	13,419	11,238	2,075	1,534	3,484	3,103	2,702	39.8	35.3	28.9
Jewelry and Optical Goods	21	32	372	83,079	74,569	57,516	8,952	6,523	20,169	17,594	16,151	44.4	37.2	24.9
Jewelry (full line)	26	35	59	21,268	18,654	14,620	1,777	1,358	4,951	4,410	4,144	45.5	50.9	19.7
Clocks and watches	14	20	22	8,191	7,643	5,712	680	453	1,707	1,153	1,115	43.4	50.1	53.1
Diamonds and other precious stones	27	40	75	18,291	15,990	11,003	653	415	6,447	5,794	5,420	66.2	57.3	18.9
Other jewelry specialties	12	28	92	21,414	18,993	15,032	2,460	1,614	4,722	4,084	3,518	42.5	52.4	34.2
Optical goods	32	40	124	13,915	13,289	11,149	3,382	2,683	2,332	2,153	1,954	24.8	26.1	19.3
Lumber and Construction Materials	20	33	568	240,028	210,233	160,809	19,640	13,518	24,895	22,400	20,400	49.3	45.3	22.0
Builders' supplies (full line)	23	24	116	26,932	25,047	18,217	2,569	1,715	3,418	3,273	2,729	47.8	49.8	25.2
Lumber and millwork	20	35	326	174,856	152,261	117,762	11,875	8,515	17,288	15,234	13,588	48.5	39.5	27.2
Brick, tile & terra cotta	12	17	14	2,595	2,235	1,477	197	153	168	171	170	75.7	28.8	- 1.2
Cement, lime and plaster	15	13	20	3,461	3,190	2,394	474	302	399	347	311	44.6	57.0	23.3
Glaes	21	42	55	14,017	12,157	9,129	2,656	1,770	2,490	2,410	2,755	53.5	50.1	- 9.6
Sand, gravel and crushed stone	15	17	17	2,819	2,515	1,751	523	295	184	173	157	61.0	77.3	17.2
All other	21	59	20	15,348	12,828	10,079	1,346	768	948	792	690	52.3	75.3	37.4
Machinery, Equipment and Supplies	22	39	1,552	482,378	404,091	324,636	50,753	36,405	73,880	65,624	56,929	48.6	39.4	29.8
Commercial machinery, equipment & supplies	15	33	30	5,935	5,156	4,746	1,155	936	672	549	609	25.1	23.4	10.3
Office (except furniture)	12	25	82	16,485	13,739	11,343	2,226	1,522	2,251	2,093	1,819	45.3	46.3	23.7
Store, restaurant & hotel														
(continued on next page)														

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

(continued on next page)

UNITED STATES SUMMARY (continued)

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)														
Machinery, Equipment and Supplies (continued)														
Farm and dairy machinery and equipment	15	37	50	\$23,774	\$18,961	\$16,661	\$ 1,867	\$ 1,494	\$ 3,218	\$ 3,352	\$ 2,952	42.7	25.0	9.0
Industrial equipment and supplies														
Industrial (full line)	45	50	85	63,482	52,697	40,132	6,832	4,523	11,375	10,396	9,176	58.2	51.1	24.0
Belting, hose & packing	24	40	41	7,409	6,274	4,921	845	666	953	766	689	50.6	26.9	38.3
Power transmission eqpt.	23	21	15	2,242	1,720	1,399	346	210	274	284	254	60.3	64.8	7.9
Rope, cordage and twine	29	22	16	3,701	3,610	3,107	270	236	490	661	504	19.1	14.4	- 2.8
All other	24	42	249	62,675	53,895	43,292	7,257	5,158	8,670	7,449	6,579	44.8	40.7	31.8
Industrial machinery														
Construction (including road building)	20	27	56	25,633	22,593	14,477	2,804	1,560	2,807	2,338	1,933	77.1	79.7	45.2
Machine tools	20	27	16	5,732	4,659	2,838	426	259	679	652	663	102.0	64.5	2.4
Mining and quarrying	16	38	14	6,150	5,170	4,262	656	441	892	890	898	44.3	48.8	- 0.7
Oil well & oil refining	30	49	228	117,789	91,845	75,133	5,019	3,467	14,492	11,745	9,886	56.8	44.8	46.6
Power plant	23	42	15	4,182	3,453	2,429	538	382	334	366	300	72.2	40.8	11.3
Used machinery and eqpt.	15	22	28	3,882	3,463	2,650	639	396	877	770	638	46.5	61.4	37.5
All other	18	28	71	12,689	10,021	8,107	1,827	1,346	1,584	1,556	1,324	56.5	35.7	19.6
Professional equipment and supplies														
Dental	36	52	92	14,046	13,620	12,017	2,921	2,446	3,600	3,365	3,145	16.9	19.4	14.5
Surgical, medical and hospital	28	42	56	15,478	13,151	11,026	2,297	1,665	2,398	2,211	1,769	40.4	38.0	35.6
All other	26	35	65	15,243	13,645	10,601	2,481	1,806	4,220	3,851	2,820	43.8	37.4	49.6
Service equipment and supplies														
Barber and beauty parlor	14	28	91	12,751	12,190	10,704	2,399	1,998	2,419	2,218	1,963	19.1	20.1	23.2
Laundry	49	68	68	19,215	17,416	14,749	2,230	1,785	2,173	2,119	1,904	30.3	24.9	14.1
Upholsterers'	23	38	46	13,434	12,192	9,812	1,828	1,277	3,799	3,482	3,202	36.9	43.1	18.6
All other	12	23	77	9,979	9,152	8,047	1,767	1,356	1,735	1,634	1,459	24.0	30.3	18.9
Transportation equipment and supplies	25	34	61	20,472	15,469	12,183	2,123	1,476	3,968	2,877	2,443	68.0	43.8	62.4
Paper and Its Products	21	35	536	183,336	163,069	143,524	19,107	16,293	24,577	23,521	21,183	27.7	17.3	16.0
Wrapping or coarse paper and products	22	35	352	129,847	114,086	101,043	12,996	11,018	16,776	15,942	14,389	28.5	18.0	16.6
Fine or printing and writing paper	38	47	81	37,774	34,342	29,274	3,886	3,409	4,950	5,029	4,463	29.0	14.0	10.9
Stationery and stationery supplies	16	28	83	13,195	12,214	10,863	1,764	1,503	2,139	2,016	1,901	21.5	17.4	12.5
Wall paper	8	14	20	2,520	2,427	2,344	461	363	712	534	430	7.5	27.0	65.6
Plumbing and Heating Equipment & Supplies	28	38	486	143,994	125,981	91,564	14,398	10,225	23,298	21,975	18,931	57.3	40.8	23.1
Plumbing and heating (full line)	48	48	242	91,206	80,191	58,037	8,646	6,147	15,120	14,364	12,332	57.2	40.7	22.6
Heating (including stoves and ranges)	22	22	50	7,860	7,374	5,495	1,200	883	1,455	1,311	1,059	43.0	35.9	37.4
Plumbing fixtures, equipment & supplies	20	28	170	40,439	34,438	24,916	3,873	2,722	6,148	5,808	5,126	62.3	42.3	19.9
All other	16	31	24	4,489	3,978	3,116	679	473	575	492	414	44.1	43.6	38.9
Tobacco and Its Products (except leaf)	14	26	309	244,780	224,645	202,569	6,545	5,648	11,867	11,419	9,882	20.8	15.9	20.1
(continued on next page)														

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

UNITED STATES SUMMARY (continued)

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
MANUFACTURERS' SALES BRANCHES (with stocks)														
UNITED STATES	53	67	5,476	\$5,986,268	\$5,353,603	\$4,535,175	\$286,222	\$218,737	\$371,639	\$329,460	\$259,945	32.0	30.9	43.0
Automotive	57	75	509	1,361,094	1,165,514	948,702	40,402	30,307	69,840	61,178	43,739	43.5	33.3	59.7
Automobiles and other motor vehicles	73	81	315	1,186,391	1,036,383	814,019	30,026	21,573	53,702	45,968	31,340	45.7	39.2	71.4
Automotive equipment	22	12	43	6,415	6,561	5,463	691	549	1,089	1,051	808	17.4	25.9	34.8
Tires and tubes	56	62	151	168,288	142,570	129,220	9,685	8,165	15,049	14,159	11,591	30.2	18.3	29.8
Bear, Wines and Liquors	30	57	113	197,882	184,791	152,478	6,822	5,898	4,213	6,506	5,826	29.6	15.7	-27.7
Beer and other fermented malt liquors	26	60	67	59,038	52,396	40,787	2,986	2,537	533	551	398	44.7	17.7	33.9
Wines and liquors	40	57	46	138,844	132,395	111,691	3,836	3,361	3,680	5,955	5,428	24.3	14.1	-32.2
Chemicals and Paints	57	44	317	252,784	228,951	186,041	17,807	13,629	20,059	16,661	16,253	35.9	30.7	23.4
Industrial chemicals	59	43	43	80,455	75,093	52,253	2,420	1,963	2,955	2,170	1,864	54.0	23.3	56.5
Paints and varnishes	56	44	148	103,289	89,476	74,334	9,128	6,566	12,608	10,471	10,378	39.0	39.0	21.5
All other	57	43	126	69,040	64,382	59,454	6,259	5,100	4,496	4,020	4,011	16.1	22.7	12.1
Clothing and Furnishings	32	48	110	161,492	153,428	136,727	11,611	9,852	33,124	26,492	16,695	18.1	17.9	77.2
Men's and boys'	26	33	36	42,514	38,646	32,835	3,166	2,525	4,972	4,648	3,958	29.5	25.4	25.6
Women's and children's	18	20	19	11,461	10,922	9,464	1,201	950	821	903	740	21.1	26.4	10.9
Hosiery	43	37	6	4,451	4,411	4,994	181	232	347	288	245	-10.9	-22.0	41.6
Shoes and other footwaar	78	79	43	101,357	97,817	88,151	6,936	5,995	26,869	20,357	13,652	15.0	15.7	97.0
All other	19	13	6	1,709	1,432	1,283	127	150	95	96	100	33.2	-15.3	-5.0
Drugs and Drug Sundries	20	33	54	52,416	47,861	42,917	4,428	3,599	4,378	3,547	4,201	22.1	23.0	4.2
Dry Goods	29	19	60	36,546	37,525	34,987	2,714	2,396	6,448	5,192	4,915	4.5	13.3	31.2
Electrical Goods	50	90	215	567,688	447,576	313,815	18,174	14,904	27,986	23,707	16,923	80.9	21.9	65.4
Farm Supplies	42	50	31	18,047	15,695	15,779	1,419	1,002	1,163	914	809	14.4	41.6	43.8
Feed	33	40	10	1,490	1,450	1,172	72	62	91	111	81	27.1	16.1	12.3
Fertilizer	54	51	21	16,557	14,245	14,607	1,347	940	1,072	803	728	13.3	43.3	47.3
Furniture & House Furnishings	66	72	166	72,722	67,284	56,519	4,514	3,144	6,239	5,467	5,153	28.7	43.6	21.1
Floor coverings	68	73	34	28,947	28,077	20,690	1,114	828	3,851	2,952	3,152	39.9	34.5	22.2
Furniture (household and office)	78	84	94	32,052	28,337	27,246	2,467	1,605	1,746	1,786	1,218	17.6	53.7	43.3
House furnishings (except as specified)	50	51	36	10,991	10,173	8,052	751	583	632	717	772	36.5	28.8	-18.1
All other	29	23	2	732	697	531	182	128	10	12	11	37.9	42.2	-9.1
Groceries and Foods (specialty lines)	57	78	1,755	2,032,025	1,909,600	1,766,741	77,805	62,916	60,648	58,391	52,999	15.0	23.7	14.4
Canned goods	44	64	101	118,432	109,614	102,903	6,841	6,086	6,219	4,987	5,018	15.1	12.4	23.9
Confectionery	23	51	19	22,929	20,729	19,023	671	632	684	593	538	20.5	6.2	27.1
Flour	57	62	94	77,611	73,806	75,667	2,651	2,237	1,313	1,679	2,434	2.6	18.5	3/
Meats and meat products	92	92	866	1,146,882	1,093,004	998,041	39,594	30,825	30,578	32,032	27,673	14.9	28.4	10.5
Breakfast cereals	47	68	47	115,618	111,343	105,580	3,886	3,730	1,826	1,479	1,777	9.5	4.2	2.8
All other	40	68	628	550,553	500,904	465,527	24,162	19,406	20,028	17,621	15,559	18.3	24.5	28.7
Hardware	50	38	31	10,343	8,840	7,014	911	640	604	548	676	47.5	42.3	-10.7
Jewelry and Optical Goods	68	33	170	44,719	38,384	30,259	4,595	3,747	6,288	5,133	4,750	47.8	22.6	32.4
Jewelry	42	18	18	21,905	17,291	12,773	870	665	1,742	1,509	1,662	71.5	30.8	4.8
Optical goods	74	92	152	22,814	21,093	17,486	3,725	3,082	4,546	3,624	3,088	30.5	20.9	47.2
Lumber and Construction Materials	37	27	97	49,637	44,343	30,894	5,157	3,104	5,558	4,660	3,833	60.7	66.1	45.0
Builders' supplies (full line)	31	30	14	13,610	13,128	9,724	1,538	1,013	874	941	666	40.0	51.8	31.2
Lumber and millwork	26	36	10	8,053	7,273	4,770	627	424	1,908	1,107	1,164	68.8	47.9	63.9
Brick, tile & terra cotta	30	35	13	2,913	2,643	1,903	274	184	428	328	230	53.1	48.9	86.1
Cement, lime and plaster	56	22	15	5,193	5,244	2,526	192	145	775	624	170	105.6	32.4	3/
All other	42	24	45	19,868	16,055	11,971	2,526	1,338	1,573	1,660	1,603	66.0	88.8	-1.9
(continued on next page)														

(continued on next page)

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

UNITED STATES SUMMARY (continued)

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
MANUFACTURERS' SALES BRANCHES (with stocks) (continued)														
Machinery, Equipment and Supplies	58	68	1,519	\$685,885	\$575,880	\$455,766	\$73,390	\$51,739	\$99,363	\$88,703	\$61,738	50.5	41.8	60.9
Commercial machinery, equipment & supplies														
Office (except furniture)	57	65	544	96,028	86,237	70,634	26,084	17,689	8,923	8,111	7,377	36.0	47.5	21.0
Stores, restaurant & hotel	51	78	41	23,323	18,605	14,770	3,461	2,285	1,688	1,483	1,135	57.9	51.5	48.7
Farm and dairy machinery and equipment	67	78	168	255,745	203,080	150,857	15,001	10,447	50,877	45,058	23,748	69.5	43.6	3/
Industrial equipment and supplies														
Industrial (full line)	71	89	5	4,338	3,539	3,302	364	299	871	811	868	31.4	21.7	0.3
Belting, hose & packing	73	88	37	26,872	23,726	23,698	2,439	1,944	1,967	1,504	1,582	13.4	25.5	24.3
Power transmission eqpt.	58	93	47	10,656	8,496	6,681	671	500	1,360	1,013	889	59.5	34.2	53.0
Rope, cordage and twine	83	99	15	8,918	7,427	6,771	421	315	2,139	1,772	1,554	31.7	33.7	37.6
All other	65	62	204	86,169	75,434	58,659	6,836	5,092	11,505	10,327	7,394	46.9	34.2	55.6
Industrial machinery														
Construction (including road building)	30	45	24	15,515	11,910	8,473	806	423	1,139	765	930	83.1	90.5	22.5
Mining and quarrying	15	9	8	2,317	1,610	2,087	188	183	345	319	304	11.0	2.7	13.5
Oil well & oil refining	69	68	103	27,941	25,645	18,933	1,940	1,042	7,046	7,144	6,128	47.6	86.2	15.0
All other	60	73	72	59,548	49,211	40,209	6,286	4,495	3,748	3,229	2,812	48.1	39.8	33.3
Professional equipment and supplies														
Dental	84	87	32	12,083	11,466	9,783	1,586	1,394	1,950	1,640	2,128	23.5	13.8	- 8.4
Surgical, medical and hospital	67	53	78	13,792	11,235	9,939	1,889	1,443	961	747	650	38.8	30.9	47.8
All other	67	72	16	4,151	3,400	2,720	505	396	226	159	130	52.6	27.5	73.8
Service equipment and supplies														
Laundry	26	47	13	11,481	9,973	7,017	1,537	1,035	1,033	1,056	951	63.6	48.5	8.6
Upholsterers'	72	73	31	6,537	6,090	4,524	476	384	786	794	719	44.5	24.0	9.3
All other	46	48	81	20,471	18,796	16,709	2,900	2,373	2,799	2,571	2,439	22.5	22.2	14.8
Paper and Its Products	28	33	58	62,703	56,142	49,064	2,758	2,325	2,179	1,952	1,794	27.8	18.6	21.5
Plumbing and Heating														
Equipment & Supplies	66	71	243	123,472	102,817	73,016	10,421	6,755	16,511	14,415	11,674	69.1	54.3	41.4
Plumbing and heating (full line)	--	--	38	17,319	15,020	12,698	1,297	1,047	3,204	3,000	2,632	36.4	23.9	21.7
Heating (including stoves and ranges)	--	--	54	30,901	29,108	17,248	3,214	1,820	3,169	2,457	1,681	79.2	76.6	88.5
Plumbing fixtures, equipment & supplies	--	--	137	72,105	55,471	40,405	5,654	3,676	9,653	8,667	7,135	78.5	53.8	35.3
All other	--	--	14	3,147	3,218	2,665	256	212	485	291	226	18.1	20.8	114.6
Tobacco and Its Products (except leaf)	43	58	28	256,813	248,972	234,456	3,294	2,780	7,038	5,994	5,967	9.5	18.5	17.9
COMMISSION MERCHANTS														
UNITED STATES														
Fruits & Vegetables (fresh)	8	10	101	67,733	64,779	61,192	2,435	2,146	371	356	351	10.7	13.5	5.7

-- DECREASE

1/ Includes one cooperative.

2/ Includes houses formerly classified as "Wiring supplies and construction materials".

3/ Ratio not given as some large organizations changed inventory dates.

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

UNITED STATES SUMMARY

WHOLESALE DISTRIBUTION

TABLE 3.--SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
UNITED STATES (All kinds of business, 1935)	88,931	--	--	\$17,661,691	--	--	\$1,162,275	--	--
UNITED STATES (Total for trades canvassed)	69,406	12,840	18	13,280,645	\$4,393,400	33	943,182	\$329,089	35
Amusements and Sporting Goods	not included in survey								
Automotive	5,672	924	16	780,424	255,546	33	75,276	22,794	30
Automobiles and other motor vehicles	399	64	16	378,726	125,877	33	19,118	5,716	30
Automotive equipment	4,840	823	17	349,186	108,302	31	52,042	16,255	31
Tires and tubes	433	37	9	52,512	21,367	41	4,116	823	20
Beer, Wines and Liquors	5,496	684	12	698,511	155,592	22	43,682	9,966	23
Beer and other fermented malt liquors	4,016	464	12	281,259	57,745	21	18,379	3,935	21
Wines and liquors	1,480	220	15	417,252	97,847	23	25,303	6,031	24
Chemicals and Paints	1,426	292	20	275,301	80,383	29	20,530	6,538	32
Dyestuffs	57	26	46	15,816	6,325	40	1,694	718	42
Explosives	26	5	19	1,615	486	30	149	34	23
Industrial chemicals	204	69	34	80,310	39,991	50	5,350	2,299	43
Naval stores	36	12	33	33,148	6,701	20	849	312	37
Paints and varnishes	772	140	18	66,328	18,095	27	7,931	2,192	28
All other	331	40	12	78,084	8,785	11	4,557	983	22
Clothing and Furnishings	3,960	627	16	648,881	148,863	23	46,350	11,626	25
Clothing and/or furnishings (full line)	574	72	13	65,505	15,914	24	4,976	1,432	29
Men's and boys'	1,001	171	17	117,443	26,725	23	8,270	2,424	29
Women's and children's	1,085	151	14	233,602	46,038	20	17,044	3,155	19
Furs, dressed and fur clothing	277	37	13	33,093	9,511	29	1,848	585	32
Hosiery	202	38	19	35,657	14,011	39	1,909	682	36
Millinery and millinery supplies	360	75	21	42,161	10,253	24	3,775	1,216	32
Shoes and other footwear	461	83	18	121,420	26,411	22	8,528	2,132	25
Coal and Coke	not included in survey								
Drugs (full line)	295	148	50	324,113	196,408	61	22,465	13,555	60
Drugs and Drug Sundries (specialty lines)	1,268	160	13	123,469	42,854	35	12,420	3,834	31
Drug specialties	342	55	16	29,554	8,124	27	2,701	682	25
Drug proprietories and toiletries	641	69	11	62,666	18,495	30	7,434	2,331	31
Druggist sundries	285	36	13	31,249	16,235	52	2,285	821	36
Dry Goods (full line)	306	89	29	265,724	89,540	34	22,030	8,037	36
Dry Goods (specialty lines)	3,301	641	19	719,676	233,366	32	43,398	15,035	35
Notions	915	188	21	96,778	38,996	40	10,387	4,515	43
Piece goods	1,873	397	21	593,867	187,477	32	30,393	9,917	33
All other	513	56	11	29,031	6,893	24	2,618	603	23
Electrical Goods 1/	2,438	596	24	576,542	257,005	45	52,495	21,868	42
Electrical goods (full line)	1,153	405	35	261,092	163,910	63	23,139	12,798	55
Apparatus and equipment	199	23	12	20,931	4,300	21	2,643	655	25
Radios, refrigerators and appliances	1,086	168	15	294,519	88,795	30	26,713	8,415	32
Farm Products - Raw Materials	not included in survey								
Fruits and Vegetables (fresh)	6,164	904	15	972,532	288,470	30	47,973	14,280	30
Other Farm Products - Consumer Goods	not included in survey								
(continued on next page)									

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38				UNITED STATES SUMMARY (continued)			WHOLESALE DISTRIBUTION		
TABLE 3.-SIZE OF SAMPLE									
1937 SURVEY COMPARED WITH 1935 CENSUS									
FOR IDENTICAL ESTABLISHMENTS									
KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)									
Farm Supplies	1,433	254	18	\$291,731	\$86,339	31	\$16,566	\$4,893	30
Feed	951	167	18	149,087	41,101	28	6,768	2,038	30
Fertilizer	78	15	19	32,015	15,418	48	1,006	406	40
Seeds	354	62	18	90,759	24,194	27	8,348	2,236	27
All other	50	10	20	9,870	5,626	57	444	213	48
Furniture and House Furnishings	1,959	400	20	243,457	100,181	41	23,106	8,939	39
China, glassware and crockery	321	67	21	33,497	13,543	40	4,577	1,757	38
Floor coverings	366	119	33	89,021	47,615	53	6,144	3,160	51
Furniture (household and office)	375	62	17	38,164	9,197	24	4,074	1,164	29
House furnishings (except as specified)	784	132	17	69,327	25,595	37	6,051	2,026	33
Musical instruments and sheet music	113	20	18	13,448	4,231	31	2,260	832	37
General Merchandise	209	72	34	361,647	96,508	27	13,942	9,051	58
Groceries (full line)	3,833	1,069	28	1,953,762	693,801	36	93,077	38,547	39
Groceries and Foods (specialty lines)	12,156	1,886	16	1,682,961	525,552	31	108,429	34,357	32
Canned goods	291	43	15	77,222	14,042	18	4,280	867	20
Coffee, tea and spices	964	215	22	220,488	83,866	38	18,547	6,733	36
Confectionery	2,070	241	12	111,867	25,497	23	7,602	2,076	27
Fish and sea foods	1,285	203	16	120,054	37,229	31	11,481	3,762	33
Flour	505	110	22	77,909	25,949	33	3,413	1,158	34
Meats and meat products	2,218	452	20	441,852	148,799	34	24,847	8,872	36
Soft drinks	429	19	4	20,815	2,738	13	2,150	412	19
Sugar	126	53	42	62,382	37,618	60	1,702	1,147	67
Other food and grocery specialties	4,268	550	13	550,372	149,814	27	34,407	9,330	27
Hardware	1,129	271	24	428,249	162,374	38	46,178	18,157	39
Hardware (full line)	610	175	29	387,020	151,136	39	41,214	16,623	40
Hardware (specialty lines)	519	96	18	41,229	11,238	27	4,964	1,534	31
Jewelry and Optical Goods	1,801	372	21	180,685	57,516	32	19,185	6,523	34
Jewelry (full line)	224	59	26	42,107	14,620	35	3,513	1,358	39
Clocks and watches	160	22	14	29,198	5,712	20	2,542	453	18
Diamonds and other precious stones	274	75	27	27,732	11,003	40	1,272	415	33
Other jewelry specialties	758	92	12	53,834	15,032	28	5,354	1,614	30
Optical goods	385	124	32	27,814	11,149	40	6,504	2,683	41
Lumber and Construction Materials	2,817	568	20	491,857	160,809	33	42,813	13,518	32
Builders' supplies (full line)	504	116	23	76,051	18,217	24	8,740	1,715	20
Lumber and millwork	1,597	326	20	339,092	117,762	35	24,356	8,515	35
Brick, tile and terra cotta	119	14	12	8,732	1,477	17	943	153	16
Cement, lime and plaster	130	20	15	18,956	2,394	13	1,757	302	17
Glass	262	55	21	21,638	9,129	42	4,080	1,770	43
Sand, gravel and crushed stone	110	17	15	10,257	1,751	17	1,434	295	21
All other	95	20	21	17,131	10,079	59	1,503	768	51
Machinery, Equipment and Supplies 2/	7,198	1,552	22	835,647	324,636	39	95,410	36,405	38
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	194	30	15	14,308	4,746	33	2,472	936	38
Store, restaurant and hotel	673	82	12	44,860	11,343	25	6,733	1,522	23
Farm and dairy machinery and equipment	336	50	15	45,250	16,661	37	4,327	1,494	35
Industrial equipment and supplies									
Industrial (full line)	189	85	45	79,828	40,132	50	8,800	4,523	51
Belting, hose and packing	168	41	24	12,281	4,921	40	1,779	666	37
Power transmission equipment	66	15	23	6,778	1,399	21	918	210	23
Rope, cordage and twine	56	16	29	14,087	3,107	22	952	236	25
All other	1,028	249	24	102,508	43,292	42	12,240	5,158	42
(continued on next page)									

(continued on next page)

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

UNITED STATES SUMMARY (continued)

WHOLESALE DISTRIBUTION

TABLE 3.-SIZE OF SAMPLE
1937 SURVEY COMPARED WITH 1935 CENSUS
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)									
Machinery, Equipment and Spls. (cont'd.)									
Industrial machinery									
Construction (including road building)	277	56	20	\$53,831	\$14,477	27	\$5,358	\$1,560	29
Machine tools	79	16	20	10,689	2,838	27	1,091	259	24
Mining and quarrying	87	14	16	11,184	4,262	38	1,210	441	36
Oil well and oil refining	759	228	30	152,273	75,133	49	8,163	3,467	42
Power plant	65	15	23	5,806	2,429	42	799	382	48
Used machinery and equipment	192	28	15	11,851	2,650	22	1,821	396	22
All other	402	71	18	29,441	8,107	28	4,590	1,346	29
Professional equipment and supplies									
Dental	256	92	36	23,202	12,017	52	4,120	2,446	59
Surgical, medical and hospital	203	56	28	26,033	11,026	42	4,286	1,665	39
All other	252	65	26	30,121	10,601	35	3,999	1,806	45
Service equipment and supplies									
Barber and beauty parlor	645	91	14	38,348	10,704	28	6,733	1,998	30
Laundry	138	68	49	21,768	14,749	68	2,581	1,785	69
Upholsterers'	200	46	23	25,636	9,812	38	3,033	1,277	42
All other	623	77	12	34,516	8,047	23	5,046	1,356	27
Transportation equipment and supplies	242	61	25	35,853	12,183	34	3,698	1,476	40
Metals and Metal Work (except scrap)	not included in survey								
Paper and Its Products	2,549	536	21	408,935	143,524	35	44,459	16,293	37
Wrapping or coarse paper and products	1,572	352	22	291,576	101,043	35	30,149	11,018	37
Fine or printing and writing paper	211	81	38	62,540	29,274	47	6,764	3,409	50
Stationery and stationery supplies	504	83	16	38,209	10,863	28	5,003	1,503	30
Wall paper	262	20	8	16,610	2,344	14	2,543	363	14
Petroleum and Its Products	not included in survey								
Plumbing and Heating Equipment and Spls.	1,743	486	28	243,173	91,564	38	26,851	10,225	38
Plumbing and heating (full line)	508	242	48	119,862	58,037	48	12,321	6,147	50
Heating (including stoves and ranges)	224	50	22	24,682	5,495	22	3,157	883	28
Plumbing fixtures, equipment and spls.	865	170	20	88,465	24,916	28	9,744	2,722	28
All other	146	24	16	10,164	3,116	31	1,629	473	29
Tobacco and Its Products (except leaf)	2,253	309	14	783,368	202,569	26	21,547	5,648	26
Waste Materials	not included in survey								
All Other Products	not included in survey								
MANUFACTURERS' SALES BRANCHES (with stocks)									
UNITED STATES (All kinds of business, 1935)	11,634	--	--	7,446,014	--	--	402,706	--	--
UNITED STATES (Total for trades canvassed)	10,334	5,476	53	6,816,051	4,535,175	67	357,935	218,737	61
Amusements and Sporting Goods	not included in survey								
Automotive	896	509	57	1,261,865	948,702	75	45,242	30,307	67
Automobiles and other motor vehicles	432	315	73	1,006,177	814,019	81	28,633	21,573	75
Automotive equipment	193	43	22	46,950	5,463	12	3,900	549	14
Tires and tubes	271	151	56	208,738	129,220	62	12,709	8,185	64
Beer, Wines and Liquors	377	113	30	265,812	152,478	57	11,533	5,898	51
Beer and other fermented malt liquors	261	67	26	68,275	40,787	60	4,979	2,537	51
Wines and liquors	116	46	40	197,537	111,691	57	6,554	3,361	51
(continued on next page)									

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

UNITED STATES SUMMARY (continued)

WHOLESALE DISTRIBUTION

TABLE 3.-SIZE OF SAMPLE
1937 SURVEY COMPARED WITH 1935 CENSUS
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
MANUFACTURERS' SALES BRANCHES (with stocks) (continued)									
Chemicals and Paints	561	317	57	\$427,535	\$186,041	44	\$25,427	\$13,629	54
Industrial chemicals	73	43	59	122,582	52,253	43	3,373	1,963	56
Paints and varnishes	265	148	56	168,189	74,334	44	12,802	6,566	51
All other	223	126	57	136,764	59,454	43	9,252	5,100	55
Clothing and Furnishings 2/	345	110	32	282,163	136,727	43	18,195	9,852	54
Men's and boys'	137	36	26	98,279	32,835	33	6,533	2,525	39
Women's and children's	103	19	18	47,808	9,464	20	3,447	950	28
Hosiery	14	6	43	13,550	4,994	37	747	232	31
Shoes and other footwear	55	43	78	111,667	88,151	79	6,584	5,995	91
All other	31	6	19	10,237	1,233	13	343	150	19
Coal and Coke	not included in survey								
Drugs and Drug Sundries	270	54	20	128,468	42,917	35	13,566	3,599	27
Dry Goods	208	60	29	180,322	34,987	19	10,207	2,396	23
Electrical Goods	428	115	50	349,819	313,915	90	17,676	14,904	84
Farm Products - Consumer Goods	not included in survey								
Farm Supplies 2/	74	31	42	31,785	15,779	50	1,830	1,002	55
Feed	30	10	33	2,904	1,172	40	166	62	39
Fertilizer	39	21	54	28,409	14,607	51	1,621	940	58
Furniture and House Furnishings	250	166	66	78,959	56,519	72	4,980	3,144	63
Floor coverings	50	34	68	28,443	20,690	73	1,116	828	74
Furniture (household and office)	121	94	78	32,292	27,246	84	2,251	1,605	71
House furnishings (except as specified)	72	36	50	15,867	8,052	51	1,315	583	44
All other	7	2	29	2,357	531	23	299	129	43
Groceries and Foods (specialty lines) 2/	3,102	1,755	57	2,252,166	1,766,741	75	87,265	62,916	72
Canned goods	230	101	44	161,838	102,903	64	8,701	6,096	70
Confectionery	81	19	23	37,096	19,023	51	1,910	632	33
Flour	165	94	57	122,086	75,667	62	3,746	2,237	50
Meats and meat products	937	866	92	1,080,929	998,041	92	33,540	30,325	92
Breakfast cereals	1,675	47	40	837,879	105,580	68	38,695	3,730	60
All other		628			465,527			19,406	
Hardware	62	31	50	18,327	7,014	39	1,453	640	44
Jewelry and Optical Goods	249	170	68	91,458	30,259	33	5,366	3,747	70
Jewelry	43	18	42	72,507	12,773	18	1,824	665	39
Optical goods	206	152	74	18,951	17,486	92	3,542	3,082	87
Lumber and Construction Materials	261	97	37	112,792	30,894	27	10,253	3,104	30
Builders' supplies (full line)	45	14	31	32,474	9,724	30	2,732	1,013	37
Lumber and millwork	39	10	26	13,186	4,770	36	1,198	424	35
Brick, tile and terra cotta	44	13	30	5,403	1,903	35	549	184	34
Cement, lime and plaster	27	15	56	11,452	2,526	22	953	145	15
All other	107	45	42	50,277	11,971	24	4,821	1,338	28
Machinery, Equipment and Supplies	2,613	1,519	58	674,383	455,766	68	79,066	51,739	65
Commercial mchnry., eqpt. and spls.	955	544	57	108,920	70,634	65	26,701	17,689	66
Office (except furniture)		41	51	13,935	14,770	78	2,766	2,285	93
Store, restaurant and hotel		81	67	193,308	150,867	78	14,041	10,447	74
Farm and dairy machinery and equipment	252	168	67						
(continued on next page)									

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* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

UNITED STATES SUMMARY (continued)

WHOLESALE DISTRIBUTION

TABLE 3.-SIZE OF SAMPLE
1937 SURVEY COMPARED WITH 1935 CENSUS
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
MANUFACTURERS' SALES BRANCHES (with stocks) (continued)									
Machinery, Equipment and Spls. (cont'd.)									
Industrial equipment and supplies									
Industrial (full line)	7	5	71	\$3,693	\$3,302	89	\$346	\$299	86
Belting, hose and packing	51	37	73	26,869	23,698	88	2,132	1,944	91
Power transmission equipment	81	47	58	7,206	6,681	93	716	500	70
Rope, cordage and twine	18	15	83	6,863	6,771	99	339	315	93
All other	316	204	65	95,162	58,659	62	9,214	5,092	55
Industrial machinery									
Construction (including road building)	81	24	30	18,645	8,473	45	1,493	423	28
Mining and quarrying	52	8	15	22,179	2,087	9	1,705	183	11
Oil well and oil refining	150	103	69	28,038	18,933	68	1,392	1,042	75
All other	121	72	60	54,710	40,209	73	5,925	4,495	76
Professional equipment and supplies									
Dental	38	32	84	11,220	9,783	87	1,486	1,394	94
Surgical, medical and hospital	117	78	67	18,869	9,939	53	2,250	1,443	64
All other	24	16	67	3,789	2,720	72	553	396	72
Service equipment and supplies									
Laundry	50	13	26	14,871	7,017	47	2,308	1,035	45
Upholsterers'	43	31	72	6,192	4,524	73	565	384	68
All other	176	81	46	34,914	16,709	48	5,134	2,373	46
Metals and Metal Work (except scrap)		not included in survey							
Paper and Its Products	206	58	28	150,420	49,064	33	9,168	2,325	25
Petroleum and Its Products		not included in survey							
Plumbing and Heating Equipment and Spls.	367	243	66	102,251	73,016	71	9,701	6,755	70
Tobacco and Its Products (except leaf)	65	28	43	407,526	234,456	58	7,007	2,780	40
All Other Products		not included in survey							
COMMISSION MERCHANTS									
UNITED STATES									
Fruits and Vegetables (fresh)	1,211	101	8	604,514	61,192	10	12,664	2,146	17

1/ Includes houses formerly classified as "Wiring supplies and construction materials".

2/ Major classification includes data for same establishments not included in sub-classification totals.

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38WHOLESALE DISTRIBUTION29 STATES

A series of three tables is given hereinafter for each of the 29 States for which a hundred or more service and limited-function wholesalers are included in this Survey. Table 1 presents net sales of identical establishments by quarters for the year 1937 and the first half of 1938; in Table 2 sales, pay roll and inventory data of identical establishments are given for 1935, 1936 and 1937; and Table 3 compares the sample in this Survey with the 1935 Census totals. For convenience in using the information the percent sample, establishments and sales, is reproduced in Tables 1 and 2. Data are presented in each table by trades or kind-of-business groups for service and limited-function wholesalers and for manufacturers' sales branches.

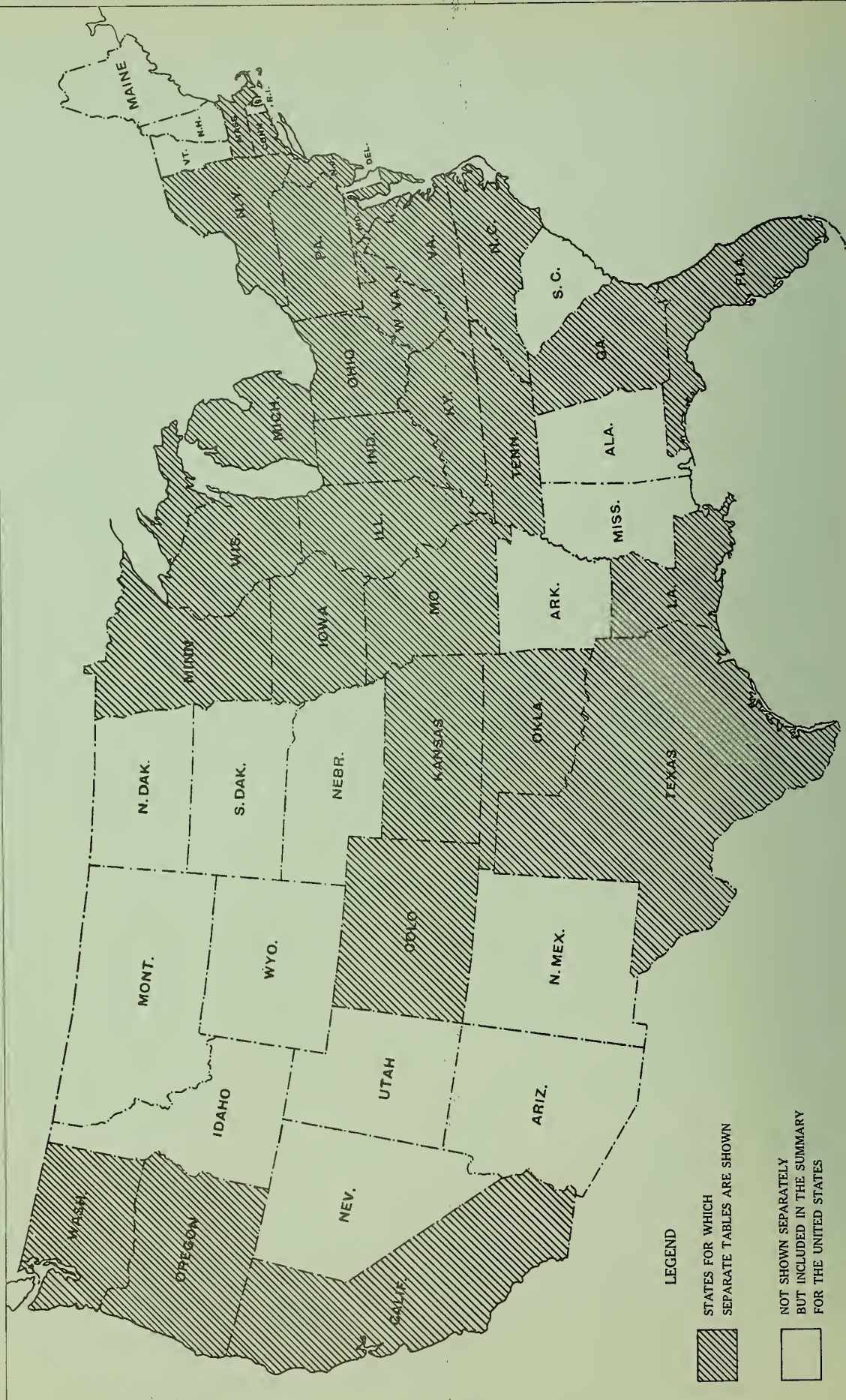
Tables for the 29 States are arranged as follows:

<u>STATE</u>	Table 1 Page	Table 2 Page	Table 3 Page
California	27	28	29
Colorado	30	31	31
Connecticut	32	33	34
Florida	35	36	37
Georgia	38	39	40
Illinois	41	42	43
Indiana	44	45	46
Iowa	47	47	48
Kansas	49	49	50
Kentucky	51	51	52
Louisiana	53	53	54
Maryland	55	56	57
Massachusetts	58	59	60
Michigan	61	62	63
Minnesota	64	65	66
Missouri	67	68	69
New Jersey	70	71	72
New York	73	74	75
North Carolina	76	77	78
Ohio	79	80	81
Oklahoma	82	83	83
Oregon	84	85	86
Pennsylvania	87	88	89
Tennessee	90	91	92
Texas	93	94	95
Virginia	96	97	98
Washington	99	100	101
West Virginia	102	103	104
Wisconsin	105	106	107

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

MAP 1.--29 STATES FOR WHICH DATA ARE SHOWN SEPARATELY



CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF CALIFORNIA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937	2ND QR. 1937		
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.	To 1ST QR. 1938	To 2ND QR. 1938		
													Jan. 1 Mar. 31	April 1 June 30
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	21	31	129	\$ 30,017	\$ 7,521	\$ 8,127	\$ 6,935	\$ 7,434	\$ 5,261	\$ 5,740	-30.1	-29.4		
Beer, wine and liquore	11	27	62	25,312	5,344	6,321	6,700	6,947	5,160	6,622	- 3.4	+ 4.8		
Chemicals and paints	15	42	18	6,540	1,557	1,816	1,745	1,422	1,448	1,599	- 7.0	-12.0		
Clothing and furnishing	20	30	48	9,763	2,600	2,091	2,737	2,335	2,036	1,840	-21.7	-12.0		
Drugs (full line)	43	52	6	22,485	5,378	5,408	5,592	6,107	5,034	5,349	- 6.4	- 1.1		
Drugs and drug sundries (specialty lines)	13	66	17	7,510	1,740	1,849	1,685	2,236	1,675	1,713	- 3.7	- 7.4		
Dry goods (full line)	67	96	6	7,810	1,867	1,997	2,227	1,719	1,359	1,462	-27.2	-26.8		
Dry goods (specialty lines)	27	42	42	10,087	3,114	2,290	2,425	2,258	2,266	1,780	-27.2	-22.3		
Electrical goods	25	53	56	37,505	8,741	10,833	8,892	9,039	6,405	7,258	-26.7	-33.0		
Farm supplies	16	23	17	10,567	3,054	2,847	2,452	2,214	2,229	1,782	-27.0	-37.4		
Fruits and vegetables (fresh)	15	46	103	42,589	10,514	12,914	9,929	9,232	7,816	11,254	-25.7	-12.9		
Furniture and house furnishing	17	33	32	8,562	1,959	2,301	2,213	2,089	1,645	1,835	-16.0	-20.3		
General merchandise	52	34	14	15,443	3,755	3,749	4,118	3,821	3,102	2,806	-17.4	-25.2		
Groceries (full line)	42	47	70	71,842	17,728	17,574	19,145	17,395	16,887	17,829	- 4.7	+ 1.5		
Groceries and foods (specialty lines)	19	30	187	58,134	14,931	13,667	14,267	15,269	13,140	12,564	-12.0	- 8.1		
Hardware	26	38	20	15,608	3,827	4,385	3,850	3,546	3,080	3,508	-19.5	-20.0		
Jewelry and optical goods	22	31	29	5,655	1,157	1,339	1,473	1,686	999	1,069	-13.7	-20.2		
Lumber and construction materials	19	43	41	21,874	5,404	6,675	5,529	4,266	3,392	4,808	-37.2	-28.0		
Machinery, equipment and supplies	24	40	175	51,318	13,373	13,526	12,604	11,815	11,083	11,267	-17.1	-16.7		
Paper and its products	21	42	27	11,430	2,568	2,996	2,941	2,925	2,378	2,592	- 7.4	-13.5		
Plumbing and heating equipment and supplies	29	47	35	11,638	2,863	3,137	2,892	2,746	2,098	2,640	-26.7	-15.8		
Tobacco and its products (except leaf)	28	65	35	55,166	12,431	14,738	14,224	13,773	12,336	13,829	- 0.8	- 6.2		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	49	79	35	94,790	23,128	25,758	20,731	25,173	12,452	15,133	-46.2	-41.3		
Beer, wine and liquore	39	78	22	33,190	7,677	7,981	8,329	9,203	6,328	7,885	-17.6	- 1.2		
Chemicals and paints	60	76	44	22,197	4,726	5,751	6,252	5,463	4,428	4,870	- 6.3	-15.3		
Clothing and furnishing	50	55	26	12,004	2,797	2,759	3,163	3,285	2,473	2,470	-11.6	-10.5		
Drugs and drug sundries (specialty lines)	27	42	8	4,241	1,220	976	1,014	1,031	1,117	981	- 8.4	+ 0.5		
Dry goods (specialty lines)	39	48	12	3,817	1,002	1,136	917	762	918	976	- 8.4	-14.1		
Electrical goods	41	90	18	40,444	11,017	11,774	9,184	8,469	10,651	7,660	- 3.3	-34.9		
Furniture and house furnishing	58	93	11	6,438	1,503	1,703	1,763	1,469	1,114	1,126	-25.9	-33.9		
Groceries and foods (specialty lines)	51	73	89	158,088	37,932	36,972	47,637	35,547	31,276	34,677	-17.5	- 6.2		
Hardware	67	94	6	1,269	339	373	309	248	241	247	-28.9	-33.8		
Jewelry and optical goods	73	59	16	2,516	630	626	693	567	493	586	-21.7	- 6.4		
Lumber and construction materials	40	22	12	3,499	827	1,073	915	684	601	833	-27.3	-22.4		
Machinery, equipment and supplies	53	58	130	33,260	7,691	9,723	8,707	7,139	6,423	7,593	-16.5	-21.9		
Paper and its products	35	19	12	4,262	1,201	1,115	1,109	837	821	927	-31.6	-16.9		
Plumbing and heating equipment and supplies	71	83	24	14,557	3,729	4,269	3,534	3,025	2,237	2,721	-40.0	-36.3		
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	15	8,743	1,715	2,389	2,650	1,989	1,322	2,169	-22.9	- 9.2		

+INCREASE

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

FOR IDENTICAL ESTABLISHMENTS

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

* Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF CALIFORNIA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	608	129	21	\$ 84,864	\$ 26,470	31	\$ 7,745	\$2,610	34
Beer, wines and liquors	560	62	11	69,420	19,058	27	4,621	1,199	26
Chemicals and paints	120	18	15	12,208	5,130	42	1,118	375	34
Clothing and furnishings	241	48	20	28,576	8,582	30	1,951	680	35
Drugs (full line)	14	6	43	35,016	18,041	52	2,565	1,172	46
Drugs and drug sundries (specialty lines)	129	17	13	8,397	5,565	66	958	673	70
Dry goods (full line)	9	6	67	6,594	6,354	96	528	507	96
Dry goods (specialty lines)	158	42	27	22,852	9,525	42	1,496	734	49
Electrical goods	223	56	25	50,560	27,016	53	4,300	2,065	48
Farm supplies	109	17	16	32,036	7,367	23	1,768	418	24
Fruits and vegetables (fresh)	696	103	15	79,529	36,330	46	4,811	2,009	42
Furniture and house furnishings	188	32	17	16,878	5,517	33	1,525	445	29
General merchandise	27	14	52	32,400	11,083	34	1,409	817	58
Groceries (full line)	167	70	42	124,176	58,077	47	5,251	2,802	53
Groceries and foods (specialty lines)	981	187	19	157,041	47,161	30	10,945	3,592	33
Hardware	76	20	26	31,144	11,800	38	3,271	1,214	37
Jewelry and optical goods	134	29	22	15,457	4,723	31	1,576	415	26
Lumber and construction materials	211	41	19	41,000	17,627	43	3,542	1,410	40
Machinery, equipment and supplies	728	175	24	89,277	35,355	40	9,764	4,110	42
Paper and its products	131	27	21	18,973	8,047	42	2,394	1,029	43
Plumbing and heating equipment and supplies	121	35	29	14,510	6,773	47	1,545	763	49
Tobacco and its products (except leaf)	126	35	28	76,763	49,781	65	1,510	832	55
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	72	35	49	83,211	66,023	79	3,089	2,213	72
Beer, wines and liquors	57	22	39	31,226	24,237	78	1,620	1,166	72
Chemicals and paints	73	44	60	21,776	16,605	76	2,505	1,755	70
Clothing and furnishings	52	26	50	18,275	10,090	55	1,373	757	55
Drugs and drug sundries (specialty lines)	30	8	27	8,043	3,346	42	969	379	39
Dry goods (specialty lines)	31	12	39	8,135	3,867	48	471	181	38
Electrical goods	44	18	41	24,662	22,258	90	1,488	1,348	91
Furniture and house furnishings	19	11	58	4,609	4,299	93	282	251	89
Groceries and foods (specialty lines)	173	89	51	194,452	142,630	73	6,855	4,332	63
Hardware	9	6	67	895	844	94	100	93	93
Jewelry and optical goods	22	16	73	3,495	2,054	59	467	212	45
Lumber and construction materials	30	12	40	10,250	2,240	22	757	118	16
Machinery, equipment and supplies	247	130	53	38,327	22,114	58	5,239	3,285	63
Paper and its products	34	12	35	17,041	3,313	19	1,531	306	20
Plumbing and heating equipment and supplies	34	24	71	9,050	7,504	83	802	692	86
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	15	--	x	7,942	--	x	463	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF COLORADO

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30	3RD QR. July 1 Sept. 30	4TH QR. Oct. 1 Dec. 31	1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	15	43	11	\$ 3,649	\$ 866	\$ 962	\$ 867	\$ 954	\$ 548	\$ 576	-36.7	-40.1
Drugs (full line)	57	67	4	5,542	1,312	1,289	1,386	1,555	1,372	1,537	+ 4.6	+19.2
Dry goods and apparel	16	9	4	334	73	77	98	86	54	66	-26.0	-14.3
Electrical goods	25	53	6	3,159	824	929	753	653	536	609	-35.0	-34.4
Farm supplies	16	53	3	2,223	612	448	564	599	714	514	+16.7	+14.7
Fruits and vegetables (fresh)	21	35	19	4,024	858	1,262	1,135	769	657	955	-23.4	-24.3
Furniture & house furnishings	30	66	3	1,718	356	542	423	397	318	395	-10.7	-27.1
Groceries (full line)	9	11	4	2,794	632	689	794	679	665	776	+ 5.2	+12.6
Groceries and foods (specialty lines)	14	30	12	3,839	928	927	955	1,029	903	859	- 2.7	- 7.3
Hardware, plumbing and heating	59	65	10	4,207	900	1,142	1,194	971	668	825	-25.8	-27.8
Machinery, equipment and supplies	20	33	14	4,232	1,064	1,184	1,144	840	769	806	-27.7	-31.9
Tobacco and its products (except leaf)	18	21	3	1,255	285	314	327	329	293	305	+ 2.8	- 2.9
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	47	43	8	12,243	2,265	2,822	4,114	3,042	2,859	2,948	+26.2	+ 4.5
Beer, wines and liquors	86	99	6	4,012	806	1,125	1,083	998	714	955	-11.4	-15.1
Electrical goods	67	99	4	12,161	2,390	3,164	4,481	2,126	2,912	2,051	+21.8	-35.2
Furniture & house furnishings	100	100	5	1,587	418	481	406	282	270	334	-35.4	-30.6
Groceries and foods (specialty lines)	39	68	16	12,213	3,134	3,158	3,210	2,711	2,740	2,700	-12.6	-14.5
Machinery, equipment and supplies	63	72	17	5,863	1,576	1,744	1,571	972	1,058	1,017	-32.9	-41.7

+ INCREASE -DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF COLORADO

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTAB- LISH- MENTS %	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	15	43	11	\$ 3,649	\$ 3,670	\$ 2,855	\$361	\$285	\$ 564	\$ 511	\$431	27.8	26.7	30.9
Drugs (full line)	57	67	4	5,542	4,962	4,415	326	260	960	803	679	25.5	25.4	41.4
Dry goods and apparel	16	9	4	334	367	297	37	34	95	85	71	12.5	8.8	33.8
Electrical goods	25	53	6	3,159	3,247	1,870	290	202	398	350	272	68.9	43.6	46.3
Farm supplies	16	53	3	2,223	1,877	1,670	90	60	133	170	138	33.1	50.0	- 3.6
Fruits and vegetables (fresh)	21	35	19	4,024	3,862	3,731	251	246	74	69	59	7.9	+ 2.0	25.4
Furniture and house furnishings	30	66	3	1,718	1,491	1,179	113	59	409	288	269	45.7	91.5	52.0
Groceries (full line)	9	11	4	2,794	2,522	2,220	141	130	351	369	307	25.9	8.5	14.3
Groceries and foods (specialty lines)	14	30	12	3,839	3,701	3,348	384	252	428	421	371	14.7	52.4	15.4
Hardware, plumbing and heating	59	65	10	4,207	3,566	2,258	366	223	699	649	501	86.3	64.1	39.5
Machinery, equipment and supplies	20	33	14	4,232	3,543	2,583	494	285	566	558	442	63.8	73.3	28.1
Tobacco and its products (except leaf)	18	21	3	1,255	1,186	1,044	33	22	45	32	38	20.2	50.0	18.4
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	47	43	8	12,243	7,854	7,062	509	367	870	597	405	73.4	38.7	114.8
Beer, wines and liquor	86	99	6	4,012	3,864	3,284	125	113	115	118	90	22.2	10.6	27.8
Electrical goods	67	99	4	12,161	8,781	6,728	249	196	763	734	517	80.8	27.0	47.6
Furniture and house furnishings	100	100	5	1,587	1,586	1,119	56	40	185	136	127	41.8	40.0	45.7
Groceries and foods (specialty lines)	39	66	16	12,213	11,553	10,007	618	479	284	304	293	22.0	29.0	- 3.1
Machinery, equipment and supplies	63	72	17	5,863	5,074	3,128	571	394	1,224	1,056	476	87.4	44.9	157.1

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL** (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	73	11	15	\$ 6,665	\$ 2,855	43	\$ 767	\$ 285	37
Drugs (full line)	7	4	57	6,610	4,415	67	421	260	62
Dry goods and apparel	25	4	16	3,390	297	9	281	34	12
Electrical goods	24	6	25	3,546	1,870	53	326	202	62
Farm supplies	19	3	16	3,169	1,670	53	163	60	37
Fruits and vegetables (fresh)	91	19	21	10,514	3,731	35	595	246	41
Furniture and house furnishings	10	3	30	1,788	1,179	66	165	59	36
Groceries (full line)	47	4	9	20,401	2,220	11	1,238	130	11
Groceries and foods (specialty lines)	83	12	14	11,181	3,348	30	541	252	47
Hardware, plumbing and heating	17	10	59	3,456	2,258	65	334	223	67
Machinery, equipment and supplies	70	14	20	7,938	2,583	33	952	285	30
Tobacco and its products (except leaf)	17	3	18	4,904	1,044	21	157	22	14

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

STATE OF CONNECTICUT

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST Q. 1937 To 1938	2ND Q. 1937 To 1938		
					1ST Q. R.	2ND Q. R.	3RD Q. R.	4TH Q. R.	1ST Q. R.	2ND Q. R.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	8	6	5	\$ 519	\$ 110	\$ 151	\$ 143	\$ 115	\$ 80	\$ 93	-27.3	-38.4		
Beer, wines and liquors	13	19	9	5,100	1,001	1,287	1,272	1,540	1,061	1,320	+ 6.0	+ 2.6		
Drugs (full line)	60	48	3	3,525	698	877	976	974	772	820	+10.6	- 6.5		
Dry goods and apparel	11	12	4	260	58	69	61	72	33	45	-43.1	-34.8		
Electrical goods	29	53	12	5,910	1,337	1,671	1,447	1,455	972	1,064	-27.3	-36.3		
Farm supplies	42	15	5	787	333	250	113	91	286	220	-14.1	-12.0		
Fruits and vegetables (fresh)	17	45	17	7,839	1,680	2,252	1,976	1,931	1,368	1,894	-18.6	-15.9		
Furniture and house furnishings	23	50	3	2,666	647	692	657	670	531	500	-17.9	-27.7		
Groceries (full line)	19	13	6	2,663	610	692	682	679	613	788	+ 0.5	+13.9		
Groceries and foods (specialty lines)	16	24	25	5,685	1,262	1,462	1,528	1,433	1,149	1,364	- 9.0	- 6.7		
Hardware	27	60	3	841	210	242	201	188	153	194	-27.1	-19.8		
Lumber and construction materials	19	39	4	2,995	534	920	773	768	502	647	- 6.0	-29.7		
Machinery, equipment and supplies	23	31	18	4,506	1,103	1,352	1,141	910	684	716	-38.0	-47.0		
Paper and its products	23	41	10	2,787	657	768	706	656	616	632	- 6.2	-17.7		
Plumbing and heating equipment and supplies	20	13	9	1,229	275	312	325	317	205	253	-25.5	-18.9		
Tobacco and its products (except leaf)	15	16	6	3,030	602	762	857	809	696	782	+15.6	+ 2.6		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	56	63	10	5,275	1,379	1,464	1,175	1,257	856	748	-37.9	-43.9		
Furniture and house furnishings	100	100	4	1,289	317	346	310	316	201	185	-36.6	-46.5		
Groceries and foods (specialty lines)	71	95	45	38,073	8,910	9,353	9,745	10,065	8,457	8,616	- 5.1	- 7.9		
Jewelry and optical goods	100	100	4	346	87	85	88	86	76	73	-12.6	-14.1		
Machinery, equipment and supplies	56	66	15	1,773	503	460	417	393	325	327	-35.4	-28.9		
Plumbing and heating equipment and supplies	100	100	5	1,589	350	396	426	417	243	279	-30.6	-29.5		

+ INCREASE -DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF CONNECTICUT

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	8	6	5	\$ 519	\$ 517	\$ 470	\$ 74	\$ 77	\$ 180	\$ 182	\$ 170	10.4	- 3.9	5.9
Beer, wines and liquore	13	19	9	5,100	4,046	2,531	268	172	419	331	214	101.5	55.8	95.8
Drugs (full line)	60	48	3	3,525	2,786	2,303	235	186	606	541	410	53.1	26.3	47.8
Dry goods and apparel	11	12	4	260	267	224	25	23	72	55	52	16.1	8.7	38.5
Electrical goods	29	53	12	5,910	4,744	3,364	421	272	538	450	449	75.7	54.8	19.8
Farm supplies	42	15	5	787	728	787	66	62	168	187	214	0.0	6.5	-21.5
Fruits and vegetables (fresh)	17	45	17	7,839	6,141	6,659	426	344	69	75	100	17.7	23.8	-31.0
Furniture & house furnishings	23	50	3	2,666	2,234	1,157	468	152	359	358	169	130.4	207.9	112.4
Groceries (full line)	19	13	6	2,663	2,449	1,918	139	110	429	399	282	38.8	26.4	52.1
Groceries and foods (specialty lines)	16	24	25	5,685	5,475	5,013	345	304	280	274	253	13.4	13.5	10.7
Hardware	27	60	3	841	782	662	93	58	143	146	133	27.0	60.3	7.5
Lumber and construction materials	19	39	4	2,995	2,553	2,372	296	286	547	561	477	26.3	3.5	14.7
Machinery, equipment and supplies	23	31	18	4,506	3,792	2,364	572	320	556	537	374	90.6	78.8	48.7
Paper and its products	23	41	10	2,787	2,504	2,284	332	318	549	584	515	22.0	4.4	6.6
Plumbing and heating equipment & supplies	20	13	9	1,229	1,074	795	128	106	212	213	187	54.6	20.8	13.4
Tobacco and its products (except leaf)	15	16	6	3,030	2,355	2,181	77	66	167	146	140	38.9	16.7	19.3
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	56	63	10	5,275	4,546	3,106	380	286	649	742	396	69.8	32.9	63.9
Furniture & house furnishings	100	100	4	1,289	1,062	690	63	39	57	55	45	86.8	61.5	26.7
Groceries and foods (specialty lines)	71	95	45	38,073	35,170	33,172	1,466	1,218	996	939	924	14.8	20.4	7.8
Jewelry and optical goods	100	100	4	346	287	243	44	42	35	30	25	42.4	4.8	40.0
Machinery, equipment and supplies	56	66	15	1,773	1,529	1,422	390	286	175	165	163	24.7	36.4	7.4
Plumbing and heating equipment & supplies	100	100	5	1,589	1,289	889	121	73	215	204	150	78.7	65.8	43.3

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF CONNECTICUT

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	66	5	8	\$ 8,478	\$ 470	6	\$ 826	\$ 77	9
Beer, wines and liquors	68	9	13	13,527	2,531	19	847	172	20
Drugs (full line)	5	3	60	4,808	2,303	48	360	186	52
Dry goods and apparel	38	4	11	1,826	224	12	109	23	21
Electrical goods	41	12	29	6,402	3,364	53	621	272	44
Farm supplies	12	5	42	5,418	787	15	312	62	20
Fruits and vegetables (fresh)	100	17	17	14,827	6,659	45	783	344	44
Furniture and house furnishings	13	3	23	2,316	1,157	50	239	152	64
Groceries (full line)	32	6	19	14,211	1,918	13	749	110	15
Groceries and foods (specialty lines)	161	25	16	20,654	5,013	24	1,186	304	26
Hardware	11	3	27	1,095	662	60	116	58	50
Lumber and construction materials	21	4	19	6,053	2,372	39	574	286	50
Machinery, equipment and supplies	79	18	23	7,732	2,364	31	971	320	33
Paper and its products	43	10	23	5,528	2,284	41	670	318	47
Plumbing & heating equipment and supplies	46	9	20	6,280	795	13	687	106	15
Tobacco and its products (except leaf)	40	6	15	13,607	2,181	16	370	66	18
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	18	10	56	4,904	3,106	63	444	286	64
Furniture and house furnishings	4	4	100	690	690	100	39	39	100
Groceries and foods (specialty lines)	63	45	71	35,058	33,172	95	1,430	1,218	85
Jewelry and optical goods	4	4	100	243	243	100	42	42	100
Machinery, equipment and supplies	27	15	56	2,156	1,422	66	454	286	63
Plumbing & heating equipment and supplies	5	5	100	889	889	100	73	73	100

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF FLORIDA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR.	2ND QR.
					1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30	3RD QR. July 1 Sept. 30	4TH QR. Oct. 1 Dec. 31	1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30	1937 To 1938	1937 To 1938
											1ST QR. 1938	2ND QR. 1938
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	10	14	8	\$ 1,108	\$ 287	\$ 263	\$ 260	\$ 298	\$ 283	\$ 246	- 1.4	- 6.5
Beer, wines and liquors	9	11	4	2,287	831	531	262	663	699	436	-15.9	-17.9
Drugs (full line)	67	71	6	8,280	2,395	1,649	1,630	2,606	2,560	1,712	+ 6.9	+ 3.8
Dry goods and apparel	16	16	4	515	124	122	129	140	127	115	+ 2.4	- 5.7
Electrical goods	32	54	14	5,474	1,260	1,424	1,480	1,310	956	1,034	-24.1	-27.4
Farm supplies	16	41	5	3,205	1,002	828	623	752	912	590	- 9.0	-28.7
Fruits and vegetables (fresh)	12	30	12	3,380	891	772	882	835	733	587	-17.7	-24.0
Furniture and house furnishings	21	21	3	558	146	116	102	194	133	99	- 8.9	-14.7
Groceries (full line)	23	25	16	7,070	1,942	1,684	1,691	1,753	1,824	1,439	- 6.1	-14.5
Groceries and foods (specialty lines)	11	23	28	5,108	1,612	1,145	1,043	1,308	1,500	1,080	- 6.9	- 5.7
Lumber and construction materials	20	29	12	3,981	910	1,014	1,029	1,028	760	761	-16.5	-25.0
Machinery, equipment and supplies	4	6	3	420	120	103	84	113	119	87	- 0.8	-15.5
Paper and its products	17	10	6	661	207	139	131	184	204	135	- 1.5	- 2.9
Plumbing and heating equipment and supplies	38	43	6	1,391	335	353	352	351	213	237	-36.4	-32.9
Tobacco and its products (except leaf)	14	22	5	3,713	974	928	895	916	914	901	- 6.2	- 2.9
MANUFACTURERS' SALES BRANCHES (with stocks)												
Chemicals and paints	50	53	3	794	205	168	233	188	186	158	- 9.3	- 6.0
Farm supplies	60	80	6	1,944	597	494	277	576	560	353	- 6.2	-28.5
Furniture and house furnishings	100	100	3	360	81	83	90	106	79	78	- 2.5	- 6.0
Groceries and foods (specialty lines)	72	93	39	35,117	9,779	8,639	7,672	9,027	9,679	8,040	- 1.0	- 6.9
Jewelry and optical goods	43	70	3	238	64	59	59	56	64	59	0.0	0.0
Machinery, equipment and supplies	48	70	10	1,137	274	257	252	354	218	217	-20.4	-15.6
Plumbing and heating equipment and supplies	100	100	4	1,689	368	376	465	480	239	304	-35.1	-19.1

+ INCREASE -DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1535 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF FLORIDA

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	10	14	8	\$ 1,108	\$ 1,081	\$ 930	\$ 198	\$ 156	\$ 191	\$ 192	\$ 138	19.1	26.9	38.4
Beer, wines and liquore	9	11	4	2,287	2,504	1,660	108	67	373	300	205	37.8	61.2	82.0
Drugs (full line)	67	71	6	8,280	6,802	5,578	464	418	1,745	1,605	1,222	48.4	11.0	42.8
Dry goods and apparel	16	16	4	515	472	413	25	20	92	86	66	24.7	25.0	39.4
Electrical goods	32	54	14	5,474	4,297	3,234	413	243	742	491	364	69.3	70.0	103.8
Farm supplies	16	41	5	3,205	2,722	2,610	207	154	307	256	211	22.8	34.4	45.5
Fruits and vegetables (fresh)	12	30	12	3,380	3,100	2,961	253	230	56	87	80	14.2	10.0	30.0
Furniture and housefurnishings	21	21	3	558	562	489	44	30	110	90	77	14.1	46.7	42.9
Groceries (full line)	23	25	16	7,070	6,932	6,694	461	428	833	808	722	5.6	7.7	15.4
Groceries and foods (specialty lines)	11	23	28	5,108	5,051	4,552	370	317	265	244	186	12.2	16.7	42.5
Lumber and construction materials	20	29	12	3,981	3,541	2,722	352	215	439	401	352	46.3	63.7	24.7
Machinery, equipment and supplies	4	6	3	420	399	361	54	47	88	68	58	16.3	14.9	51.7
Paper and its products	17	10	6	661	555	437	72	47	204	199	167	51.3	53.2	22.2
Plumbing and heating equipment and supplies	38	43	6	1,391	1,291	972	126	88	230	222	201	43.1	43.2	14.4
Tobacco and its products (except leaf)	14	22	5	3,713	3,916	3,534	126	102	206	264	247	5.1	23.5	-16.6
MANUFACTURERS' SALES BRANCHES (with stocks)														
Chemicals and paints	50	53	3	794	621	752	56	51	117	73	113	5.6	9.8	3.5
Farm supplies	60	80	6	1,944	1,807	1,461	170	112	356	268	170	33.1	51.8	109.4
Furniture and housefurnishings	100	100	3	360	362	x	22	x	21	20	x	--	--	--
Groceries and foods (specialty lines)	72	93	39	35,117	31,943	29,144	1,539	1,156	1,634	1,610	1,523	20.5	33.1	7.3
Jewelry and optical goods	43	70	3	238	206	181	51	44	24	19	22	31.5	15.9	9.1
Machinery, equipment and supplies	48	70	10	1,137	1,070	900	244	182	149	126	104	26.3	34.1	43.3
Plumbing and heating equipment and supplies	100	100	4	1,689	1,502	1,196	133	71	242	256	196	41.2	87.3	23.5

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF FLORIDA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	79	8	10	\$ 6,464	\$ 930	14	\$ 785	\$ 156	20
Beer, wines and liquors	44	4	9	14,445	1,660	11	719	67	9
Drugs (full line)	9	6	67	7,841	5,578	71	577	418	72
Dry goods and apparel	25	4	16	2,515	413	16	219	20	9
Electrical goods	44	14	32	6,040	3,234	54	545	243	45
Farm supplies	31	5	16	6,342	2,610	41	385	154	40
Fruits and vegetables (fresh)	104	12	12	9,844	2,961	30	596	230	39
Furniture and house furnishings	14	3	21	2,306	489	21	201	30	15
Groceries (full line)	69	16	23	26,326	6,694	25	1,456	428	29
Groceries and foods (specialty lines)	250	28	11	19,853	4,552	23	1,328	317	24
Lumber and construction materials	59	12	20	9,456	2,722	29	819	215	26
Machinery, equipment and supplies	68	3	4	6,092	361	6	714	47	7
Paper and its products	35	6	17	4,168	437	10	451	47	10
Plumbing and heating equipment and supplies	16	6	38	2,235	972	43	189	88	47
Tobacco and its products (except leaf)	36	5	14	15,879	3,534	22	501	102	20
MANUFACTURERS' SALES BRANCHES (with stocks)									
Chemicals and paints	6	3	50	1,418	752	53	144	51	35
Farm supplies	10	6	60	1,835	1,461	80	165	112	68
Furniture and house furnishings	3	3	100	x	x	100	x	x	100
Groceries and foods (specialty lines)	54	39	72	31,209	29,144	93	1,290	1,156	90
Jewelry and optical goods	7	3	43	259	181	70	68	44	65
Machinery, equipment and supplies	21	10	48	1,291	900	70	253	182	72
Plumbing and heating equipment and supplies	4	4	100	1,196	1,196	100	71	71	100

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF GEORGIA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST Q.	2ND Q.		
					1ST Q.	2ND Q.	3RD Q.	4TH Q.	1ST Q.	2ND Q.	1937 To	1937 To		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30	1ST Q. 1938	2ND Q. 1938		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	16	34	10	\$ 5,009	\$ 1,321	\$ 1,366	\$ 1,204	\$ 1,118	\$ 847	\$ 882	-35.9	-35.4		
Beer, wines and liquors	11	6	4	268	50	70	85	63	48	66	- 4.0	- 5.7		
Clothing and furnishings	14	16	5	724	231	154	184	155	171	120	-26.0	-22.1		
Drugs (full line)	46	54	6	5,015	1,239	1,186	1,303	1,287	1,206	1,091	- 2.7	- 8.0		
Dry goods (full line)	24	37	5	2,569	713	603	653	600	499	432	-30.0	-28.4		
Electrical goods	40	79	10	9,512	2,412	3,683	1,947	1,470	1,475	1,905	-38.8	-48.3		
Farm supplies	12	51	3	5,173	1,702	1,292	833	1,346	1,453	737	-14.6	-43.0		
Fruits and vegetables (fresh)	5	8	4	935	192	280	219	244	209	227	+ 8.9	-18.9		
Furniture and house furnishings	30	42	3	1,571	358	412	420	381	249	271	-30.4	-34.2		
Groceries (full line)	11	18	15	9,978	2,473	2,580	2,587	2,338	2,372	2,438	- 4.1	- 5.5		
Groceries and foods (specialty lines)	8	17	19	5,452	1,350	1,298	1,330	1,474	1,227	1,237	- 9.1	- 4.7		
Lumber and construction materials	14	34	4	1,389	325	430	334	300	214	249	-34.2	-42.1		
Machinery, equipment and supplies	17	27	11	2,824	633	778	731	682	482	512	-23.9	-34.2		
Paper and its products	28	45	5	1,438	390	355	373	320	319	301	-18.2	-15.2		
Tobacco and its products (except leaf)	18	24	4	2,874	633	717	763	761	676	678	+ 6.8	- 5.4		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	50	64	14	43,090	12,316	12,680	8,575	9,519	6,575	7,193	-46.6	-43.3		
Chemicals and paints	30	61	3	3,567	806	1,082	955	724	739	820	- 8.3	-24.2		
Electrical goods	71	96	10	20,160	6,614	5,026	4,509	4,011	3,462	3,449	-47.7	-31.4		
Furniture and house furnishings	100	100	4	1,189	276	283	334	296	231	191	-16.3	-32.5		
Groceries and foods (specialty lines)	67	89	46	54,337	13,783	13,309	13,946	13,299	11,329	11,129	-17.8	-16.4		
Jewelry and optical goods	75	96	3	484	113	125	140	106	106	103	- 6.2	-17.6		
Machinery, equipment and supplies	65	77	37	13,594	3,184	3,821	3,647	2,942	2,569	2,310	-19.3	-39.5		
Plumbing and heating equipment and supplies	71	84	5	4,058	836	914	1,104	1,204	572	669	-31.6	-26.8		

+INCREASE

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

STATE OF GEORGIA

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	16	34	10	\$ 5,009	\$ 4,941	\$ 3,691	\$ 400	\$ 353	\$ 562	\$ 506	\$ 471	35.7	13.3	19.3
Beer, wines and liquors	11	6	4	268	192	158	16	11	16	13	10	69.6	45.5	60.0
Clothing and furnishings	14	16	5	724	730	604	46	40	39	44	34	19.9	15.0	14.7
Drugs (full line)	46	54	6	5,015	4,406	4,095	286	243	807	802	665	22.5	17.7	21.4
Dry goods (full line)	24	37	5	2,569	2,750	2,365	248	229	517	461	411	8.6	8.3	25.8
Electrical goods	40	79	10	9,512	7,809	5,834	703	449	931	767	608	63.0	56.6	53.1
Farm supplies	12	51	3	5,173	4,298	3,899	207	105	671	245	305	32.7	97.1	120.0
Fruits and vegetables (fresh)	5	8	4	935	760	688	31	22	7	7	7	35.9	40.9	0.0
Furniture and house furnishings	30	42	3	1,571	1,431	1,096	165	126	305	300	297	43.3	31.0	2.7
Groceries (full line)	11	18	15	9,978	9,467	8,526	391	323	935	821	735	17.0	21.1	27.2
Groceries and foods (specialty lines)	8	17	19	5,452	5,676	4,356	287	254	342	358	220	25.2	13.0	55.5
Lumber and construction materials	14	34	4	1,389	1,212	1,105	31	14	32	20	24	25.7	121.4	33.3
Machinery, equipment and supplies	17	27	11	2,824	2,485	1,820	357	278	440	421	382	55.2	28.4	15.2
Paper and its products	28	45	5	1,438	1,339	1,142	167	115	277	272	202	25.9	45.2	37.1
Tobacco and its products (except leaf)	18	24	4	2,874	2,934	2,552	55	52	128	114	110	12.6	5.8	16.4
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	50	64	14	43,090	34,761	25,687	1,857	903	1,820	1,374	1,198	67.8	105.6	51.9
Chemicals and paints	30	61	3	3,567	2,882	2,357	368	178	262	238	186	51.3	106.7	40.9
Electrical goods	71	96	10	20,160	19,405	10,457	747	605	1,728	1,278	1,064	92.8	23.5	62.4
Furniture and house furnishings	100	100	4	1,189	1,060	x	85	x	90	79	x	--	--	--
Groceries and foods (specialty lines)	67	89	46	54,337	53,895	48,358	2,021	1,646	1,730	2,091	1,735	12.4	22.8	- 0.3
Jewelry and optical goods	75	96	3	484	451	359	135	121	193	140	128	34.8	11.6	50.8
Machinery, equipment and supplies	65	77	37	13,594	11,674	8,108	1,379	909	1,614	1,315	782	67.7	51.7	106.4
Plumbing and heating equipment and supplies	71	84	5	4,058	3,634	2,397	240	152	281	265	155	69.3	57.9	81.3

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of both full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF GEORGIA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	64	10	16	\$ 10,818	\$ 3,691	34	\$ 1,140	\$ 353	31
Beer, wines and liquors	36	4	11	2,836	158	6	249	11	4
Clothing and furnishings	35	5	14	3,806	604	16	258	40	16
Drugs (full line)	13	6	46	7,650	4,095	54	485	243	50
Dry goods (full line)	21	5	24	6,373	2,365	37	509	229	45
Electrical goods	25	10	40	7,356	5,834	79	579	449	78
Farm supplies	26	3	12	7,715	3,899	51	253	105	42
Fruits and vegetables (fresh)	78	4	5	8,622	688	8	521	22	4
Furniture and house furnishings	10	3	30	2,594	1,096	42	267	126	47
Groceries (full line)	140	15	11	46,147	8,526	18	1,904	323	17
Groceries and foods (specialty lines)	238	19	8	25,403	4,356	17	1,691	254	15
Lumber and construction materials	29	4	14	3,245	1,105	34	161	14	9
Machinery, equipment and supplies	65	11	17	6,782	1,820	27	891	278	31
Paper and its products	18	5	28	2,536	1,142	45	262	115	44
Tobacco and its products (except leaf)	22	4	18	10,855	2,552	24	289	52	18
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	28	14	50	40,267	25,687	64	1,391	903	65
Chemicals and paints	10	3	30	3,866	2,357	61	331	178	54
Electrical goods	14	10	71	10,844	10,457	96	627	605	96
Furniture and house furnishings	4	4	100	x	x	100	x	x	100
Groceries and foods (specialty lines)	69	46	67	54,616	48,358	89	1,961	1,646	84
Jewelry and optical goods	4	3	75	375	359	96	126	121	96
Machinery, equipment and supplies	57	37	65	10,569	8,108	77	1,245	909	73
Plumbing and heating equipment and supplies	7	5	71	2,859	2,397	84	189	152	80

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF ILLINOIS

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938		
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	15	31	67	\$ 25,874	\$ 6,263	\$ 7,708	\$ 6,254	\$ 5,649	\$ 3,936	\$ 4,160	-37.2	-46.0		
Beer, wines and liquors	14	24	79	27,612	6,079	6,800	7,072	7,661	5,498	6,506	- 9.6	- 4.3		
Chemicals and paints	28	46	32	7,657	1,763	2,357	1,943	1,594	1,532	1,836	-13.1	-22.1		
Clothing and furnishings	18	25	48	11,520	3,115	2,942	2,891	2,572	2,322	2,261	-25.5	-23.1		
Drugs (full line)	36	53	5	16,359	3,892	3,934	3,907	4,626	3,478	3,307	-10.6	-15.9		
Drugs and drug sundries (specialty lines)	10	36	10	11,641	2,785	2,932	2,535	3,389	3,075	3,066	+10.4	+ 4.6		
Dry goods (full and specialty lines)	17	38	27	30,270	8,312	7,435	7,650	6,873	5,870	5,076	-29.4	-31.7		
Electrical goods	15	44	26	31,805	7,666	10,466	7,431	6,242	5,280	5,891	-31.1	-43.7		
Farm supplies	15	40	13	8,244	2,505	2,447	1,666	1,626	1,755	1,271	-29.9	-48.1		
Fruits and vegetables (fresh)	15	29	56	27,946	7,033	8,289	6,371	6,253	5,796	7,185	-17.6	-13.3		
Furniture and house furnishings	16	27	26	7,409	1,616	2,143	1,837	1,813	1,230	1,631	-23.9	-23.9		
General merchandise	39	88	7	23,424	5,316	5,223	6,165	6,720	4,626	4,486	-13.0	-14.1		
Groceries (full line)	23	47	39	59,585	14,034	14,307	15,317	15,927	12,576	12,726	-10.4	-11.1		
Groceries and foods (specialty lines)	18	36	146	59,879	15,099	14,467	14,837	15,476	12,254	13,500	-18.8	- 6.7		
Hardware	21	72	14	20,109	4,379	5,348	5,374	5,008	3,567	4,149	-18.5	-22.4		
Jewelry and optical goods	19	46	22	13,303	2,267	2,828	3,457	4,751	1,767	2,073	-22.1	-26.7		
Lumber and construction materials	26	40	50	24,082	5,491	8,296	6,013	4,282	3,233	4,274	-41.1	-48.5		
Machinery, equipment and supplies	21	38	92	40,061	10,387	11,096	10,314	8,264	6,849	6,797	-34.1	-38.7		
Paper and its products	21	27	39	14,422	3,753	3,850	3,568	3,251	3,053	2,905	-18.7	-24.5		
Plumbing and heating equipment and supplies	25	31	29	8,504	1,761	2,128	2,453	2,162	1,298	1,439	-26.3	-32.4		
Tobacco and its products (except leaf)	10	11	15	7,957	1,641	1,987	2,169	2,160	1,702	1,970	+ 3.7	- 0.9		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	53	88	24	88,987	19,312	28,390	21,313	19,972	14,452	16,841	-25.2	-40.7		
Beer, wines and liquors	41	78	11	46,980	10,012	11,723	12,582	12,563	7,943	10,341	-20.7	-11.8		
Chemicals and paints	59	62	33	43,312	10,733	11,993	11,302	9,284	8,689	8,849	-19.0	-26.2		
Clothing and furnishings	37	58	14	16,466	3,566	3,987	3,903	5,010	3,249	3,456	- 8.9	-13.3		
Drugs and drug sundries (specialty lines)	33	35	8	6,748	1,970	1,665	1,486	1,627	1,660	1,370	-15.7	-17.7		
Dry goods (specialty lines)	45	48	10	4,457	1,492	1,254	949	762	968	830	-35.1	-33.8		
Electrical goods	38	67	17	59,944	17,760	16,326	13,238	12,620	10,492	9,232	-40.9	-43.5		
Furniture and house furnishings	53	69	10	9,219	2,252	2,848	2,205	1,914	1,539	1,516	-31.7	-46.8		
Groceries and foods (specialty lines)	55	77	114	205,074	53,095	48,864	50,387	52,728	43,972	45,538	-17.2	- 6.8		
Hardware	56	79	5	3,386	943	1,055	792	596	490	454	-48.0	-57.0		
Jewelry and optical goods	60	52	12	5,361	1,344	1,304	1,367	1,346	980	902	-27.1	-30.8		
Lumber and construction materials	39	39	9	13,500	3,122	3,670	4,320	2,388	2,485	3,052	-20.4	-16.8		
Machinery, equipment and supplies	59	66	116	80,185	19,415	22,762	20,726	17,282	15,187	15,321	-21.8	-32.7		
Paper and its products	30	75	8	18,955	4,727	5,487	4,984	3,757	3,319	3,442	-29.8	-37.3		
Plumbing and heating equipment and supplies	67	80	22	14,172	3,220	3,624	3,965	3,363	1,833	2,349	-43.1	-35.2		
COMMISSION MERCHANTS														
Fruits and vegetable (fresh)	1/	1/	7	8,241	2,220	2,357	1,838	1,826	1,776	2,273	-20.0	- 3.6		

+INCREASE -DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

TABLE 2.-- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935
FOR IDENTICAL ESTABLISHMENTS

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

* * Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF ILLINOIS

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	434	67	15	\$ 54,584	\$ 16,776	31	\$5,814	\$1,611	28
Beer, wines and liquors	552	79	14	69,418	16,831	24	4,030	1,041	26
Chemicals and paints	116	32	28	14,283	6,613	46	1,434	654	46
Clothing and furnishings	265	48	18	35,303	8,811	25	2,689	726	27
Drugs (full line)	14	5	36	22,724	11,984	53	1,409	848	60
Drugs and drug sundries (specialty lines)	104	10	10	19,278	6,850	36	1,388	625	45
Dry goods (full and specialty lines)	158	27	17	72,472	27,394	38	6,117	2,422	40
Electrical goods	174	26	15	38,157	16,686	44	3,779	1,551	41
Farm supplies	85	13	15	15,115	6,035	40	1,168	383	33
Fruits and vegetables (fresh)	366	56	15	78,995	23,261	29	3,636	1,098	30
Furniture and house furnishings	163	26	16	18,285	4,854	27	1,810	541	30
General merchandise	18	7	39	20,847	18,378	88	1,916	1,646	86
Groceries (full line)	167	39	23	112,954	52,575	47	7,967	4,751	60
Groceries and foods (specialty lines)	822	146	18	140,175	50,296	36	9,331	3,305	35
Hardware	68	14	21	23,107	16,623	72	2,171	1,930	89
Jewelry and optical goods	116	22	19	19,382	8,980	46	2,300	1,039	45
Lumber and construction materials	194	50	26	41,216	16,548	40	3,757	1,444	38
Machinery, equipment and supplies	440	92	21	65,080	24,920	38	9,144	3,848	42
Paper and its products	186	39	21	41,070	11,123	27	4,117	1,348	33
Plumbing & heating equipment & supplies	117	29	25	16,040	5,000	31	2,046	774	38
Tobacco and its products (except leaf)	153	15	10	57,288	6,439	11	1,508	210	14
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	45	24	53	73,772	65,183	88	2,948	2,239	76
Beer, wines and liquors	27	11	41	41,629	32,546	78	1,498	1,113	74
Chemicals and paints	56	33	59	53,502	33,323	62	3,405	2,193	64
Clothing and furnishings	38	14	37	22,139	12,937	58	2,287	1,430	63
Drugs and drug sundries (specialty lines)	24	8	33	16,766	5,799	35	1,457	356	24
Dry goods (specialty lines)	22	10	45	8,785	4,249	48	478	255	53
Electrical goods	45	17	38	51,410	34,674	67	3,139	2,139	68
Furniture and house furnishings	19	10	53	9,799	6,722	69	786	375	48
Groceries and foods (specialty lines)	209	114	55	227,734	175,529	77	8,058	5,389	67
Hardware	9	5	56	2,766	2,175	79	225	173	77
Jewelry and optical goods	20	12	60	8,756	4,544	52	736	489	66
Lumber and construction materials	23	9	39	22,657	8,912	39	2,212	1,152	52
Machinery, equipment and supplies	198	116	59	77,420	51,175	66	9,118	5,618	62
Paper and its products	27	8	30	19,576	14,622	75	1,013	565	56
Plumbing & heating equipment & supplies	33	22	67	10,145	8,036	80	1,000	727	73
COMMISSION MERCHANTS									
Fruit and vegetables (fresh)	x	7	--	x	6,688	--	x	209	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

STATE OF INDIANA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET * SALES %			1937				1938		1ST QTR. 1937 To 1938	2ND QTR. 1937 To 1938		
					1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30	3RD QTR. July 1 Sept. 30	4TH QTR. Oct. 1 Dec. 31	1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30	1ST QTR. 1938	2ND QTR. 1938		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	17	45	27	\$14,839	\$5,586	\$ 3,876	\$2,799	\$2,578	\$1,659	\$1,815	-70.3	-53.2		
Beer, winee and liquors	19	15	23	5,053	971	1,331	1,568	1,183	992	1,290	+ 2.2	- 3.1		
Chemicals and paints	27	49	8	1,058	212	349	306	191	178	314	-16.0	-10.0		
Drugs (full line)	43	33	3	3,500	886	816	847	951	800	803	- 9.7	- 1.6		
Drugs and drug sundries (specialty lines)	16	43	3	480	123	114	125	118	111	106	- 9.8	- 7.0		
Dry goods and apparel	26	76	7	4,460	1,156	1,062	1,221	1,021	891	846	-22.9	-20.3		
Electrical goods	26	51	13	10,653	2,171	3,030	2,906	2,546	1,866	1,957	-14.0	-35.4		
Farm supplies	18	71	8	10,065	2,564	3,410	2,610	1,481	2,013	2,693	-21.5	-21.0		
Fruits and vegetablee (freeeh)	19	48	23	9,649	2,429	2,969	2,168	2,083	1,966	2,522	-19.1	-15.1		
Furniture and house furnisheings	27	64	6	3,351	762	1,246	728	615	569	722	-25.3	-42.1		
Groceries (full line)	33	30	30	16,105	3,696	3,970	4,482	3,957	3,485	3,771	- 5.7	- 5.0		
Groceries and foods (specialty lines)	13	32	30	5,452	1,310	1,311	1,525	1,306	1,146	1,291	-12.5	- 1.5		
Hardware	23	25	5	3,424	676	925	983	840	641	759	- 5.2	-17.9		
Lumber and construction materiale	22	27	16	2,867	683	790	790	604	429	499	-37.2	-36.8		
Machinery, equipment and suppliee	20	43	27	7,067	1,613	2,111	1,866	1,477	1,114	1,495	-30.9	-29.2		
Paper and ite products	18	47	7	3,923	1,013	1,210	860	840	854	837	-15.7	-30.8		
Plumbing and heating equipment and supplies	21	19	5	1,227	209	282	396	340	173	237	-17.2	-16.0		
Tobacco and its products(except leaf)	16	36	11	8,174	1,776	1,959	2,249	2,190	1,785	2,024	+ 0.5	+ 3.3		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	55	91	11	35,339	9,617	11,241	7,692	6,789	5,831	6,110	-39.4	-45.6		
Chemicals and painte	67	73	4	965	207	205	273	280	173	138	-16.4	-32.7		
Furniture and house furnisheings	100	100	3	576	133	193	150	100	105	137	-21.1	-29.0		
Groceries and foods (specialty lines)	33	50	25	12,740	2,999	3,237	3,403	3,101	2,725	2,823	- 9.1	-12.8		
Jewelry and optical goods	86	97	6	743	175	181	206	181	156	160	-10.9	-11.6		
Machinery, equipment and suppliee	67	63	32	17,353	4,065	5,809	4,175	3,304	4,199	3,847	+ 3.3	-33.8		
Plumbing and heating equipment and supplies	88	96	7	3,267	667	905	900	795	439	559	-34.2	-38.2		

+INCREASE -DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF INDIANA

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTAB- LISH- MENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	17	45	27	\$14,839	\$19,134	\$11,727	\$ 867	\$764	\$1,518	\$1,345	\$1,025	26.5	13.5	48.1
Beer, wines and liquore	19	15	23	5,053	4,137	2,319	373	194	201	183	87	117.9	92.3	131.0
Chemicals and paints	27	49	8	1,058	1,006	937	146	108	154	160	132	12.9	35.2	16.7
Drugs (full line)	43	33	3	3,500	3,159	2,924	260	229	472	460	460	19.7	13.5	2.6
Drugs and drug sundries (specialty lines)	16	43	3	480	481	396	40	35	68	60	58	21.2	14.3	17.2
Dry goods and apparel	26	76	7	4,460	4,427	4,201	466	349	788	714	698	6.2	33.5	12.9
Electrical goods	26	51	13	10,653	7,833	5,413	598	372	1,106	817	625	96.8	60.8	77.0
Farm supplies	18	71	8	10,065	7,976	6,676	324	237	792	504	489	50.8	36.7	62.0
Fruits and vegetables (fresh)	19	48	23	9,649	9,410	7,444	527	408	369	378	246	29.6	29.2	50.0
Furniture & house furnishings	27	64	6	3,351	3,012	1,973	255	148	590	382	263	69.8	72.3	124.3
Groceries (full line)	33	30	30	16,105	14,831	14,747	991	904	1,960	2,059	1,650	9.2	9.6	18.6
Groceries and foods (specialty lines)	13	32	30	5,452	5,186	4,770	348	311	273	317	204	14.3	11.9	33.8
Hardware	23	25	5	3,424	3,137	2,757	400	301	949	918	635	24.2	32.9	49.4
Lumber and construction materials	22	27	16	2,867	2,531	1,878	287	177	408	334	285	52.7	62.1	43.2
Machinery, equipment and supplies	20	43	27	7,067	6,502	5,454	955	684	959	877	793	29.6	39.6	20.9
Paper and its products	18	47	7	3,923	3,288	3,041	415	393	416	434	413	29.0	5.6	0.7
Plumbing and heating equipment and supplies	21	19	5	1,227	1,112	717	92	61	185	167	114	71.1	50.8	62.3
Tobacco and its products (except leaf)	16	36	11	8,174	7,656	7,167	271	203	333	299	300	14.1	33.5	11.0
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	55	91	11	35,339	29,112	28,080	1,035	656	1,279	1,105	848	25.9	57.8	50.8
Chemicals and paints	67	73	4	965	889	767	65	64	47	40	62	25.8	1.6	-24.2
Furniture & house furnishings	100	100	3	576	527	x	44	x	42	34	x	--	--	--
Groceries and foods (specialty lines)	33	50	25	12,740	11,738	10,638	826	598	295	327	220	19.8	38.1	34.1
Jewelry and optical goods	86	97	6	743	671	559	125	75	222	230	153	32.9	66.7	45.1
Machinery, equipment and supplies	67	63	32	17,353	14,339	10,069	1,293	850	2,293	1,934	931	72.3	52.1	146.3
Plumbing and heating equipment and supplies	88	96	7	3,267	2,851	1,714	258	131	323	290	191	90.6	96.9	69.1

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF INDIANA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	162	27	17	\$25,775	\$11,727	45	\$1,973	\$764	39
Beer, wines and liquors	124	23	19	15,042	2,319	15	1,018	194	19
Chemicals and paints	30	8	27	1,923	937	49	274	108	39
Drugs (full line)	7	3	43	8,989	2,924	33	670	229	34
Drugs and drug sundries (specialty lines)	19	3	16	914	396	43	115	35	30
Dry goods and apparel	27	7	26	5,532	4,201	76	438	349	80
Electrical goods	50	13	26	10,585	5,413	51	864	372	43
Farm supplies	44	8	18	9,450	6,676	71	409	237	58
Fruits and vegetables (fresh)	119	23	19	15,629	7,444	48	911	408	45
Furniture and house furnishings	22	6	27	3,080	1,973	64	276	148	54
Groceries (full line)	90	30	33	49,833	14,747	30	2,525	904	36
Groceries and foods (specialty lines)	231	30	13	14,732	4,770	32	890	311	35
Hardware	22	5	23	10,820	2,757	25	1,266	301	24
Lumber and construction materials	73	16	22	6,928	1,878	27	799	177	22
Machinery, equipment and supplies	132	27	20	12,719	5,454	43	1,734	684	39
Paper and its products	38	7	18	6,515	3,041	47	873	393	45
Plumbing and heating equipment and supplies	24	5	21	3,775	717	19	444	61	14
Tobacco and its products (except leaf)	69	11	16	19,656	7,167	36	566	203	36
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	20	11	55	30,816	28,080	91	910	656	72
Chemicals and paints	6	4	67	1,056	767	73	71	64	90
Furniture and house furnishings	3	3	100	x	x	100	x	x	100
Groceries and foods (specialty lines)	75	25	33	21,133	10,638	50	1,022	598	59
Jewelry and optical goods	7	6	86	579	559	97	79	75	95
Machinery, equipment and supplies	48	32	67	15,951	10,069	63	1,355	850	63
Plumbing and heating equipment and supplies	8	7	88	1,794	1,714	96	135	131	97

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF IOWA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS IN- CLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938		1ST Q.R. 1937 To 1938	2ND Q.R. 1937 To 1938
					1ST Q.R.	2ND Q.R.	3RD Q.R.	4TH Q.R.	1ST Q.R.	2ND Q.R.		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	10	24	14	\$ 3,561	\$ 793	\$ 1,031	\$ 856	\$ 881	\$ 547	\$ 730	-31.0	-29.2
Beer, wines and liquors	13	14	15	1,726	294	464	606	362	289	386	- 1.7	-16.8
Chemicals and paints	40	61	12	1,953	463	686	488	316	446	616	- 3.7	-10.2
Drugs (full line)	80	93	4	5,005	1,242	1,257	1,282	1,224	1,187	1,224	- 4.4	- 2.6
Dry goods and apparel	13	37	3	1,796	416	418	496	466	371	397	-10.8	- 5.0
Electrical goods	19	32	7	3,192	757	943	762	730	691	868	- 8.7	- 8.0
Farm supplies	16	9	8	1,309	362	415	292	240	313	318	-13.5	-23.4
Fruits and vegetables (fresh)	7	11	5	2,576	562	781	755	478	541	721	- 3.7	- 7.7
Groceries (full line)	34	32	19	19,412	4,707	4,906	5,477	4,322	4,195	4,740	-10.9	- 3.4
Groceries and foods (specialty lines)	15	32	20	4,178	1,019	1,044	1,106	1,009	886	829	-13.1	-20.6
Hardware	33	37	3	1,427	303	386	397	341	258	339	-14.9	-12.2
Machinery, equipment and supplies	10	19	9	1,160	291	333	284	252	259	285	-11.0	-14.4
Paper and its products	30	43	7	1,800	412	454	505	429	388	393	- 5.8	-13.4
Plumbing and heating equipment and supplies	54	67	7	2,177	420	520	647	590	338	500	-19.5	- 3.8
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	75	63	18	29,504	9,226	8,832	5,808	5,638	6,837	6,094	-25.9	-31.0
Groceries and foods (specialty lines)	35	46	20	8,087	1,793	1,971	2,141	2,182	1,799	1,905	+ 0.3	- 3.3
Jewelry and optical goods	60	87	6	434	98	104	126	106	98	89	0.0	-14.4
Machinery, equipment and supplies	61	83	23	12,881	3,146	3,975	2,886	2,874	2,701	3,014	-14.1	-24.2

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	10	24	14	\$ 3,561	\$ 4,041	\$ 3,683	\$ 321	\$292	\$ 626	\$ 598	\$ 407	- 3.3	9.9	53.8
Beer, wines and liquors	13	14	15	1,726	1,734	1,176	122	68	68	65	28	46.8	79.4	142.9
Chemicals and paints	40	61	12	1,953	2,024	1,864	275	177	374	368	371	4.8	55.4	0.8
Drugs (full line)	80	93	4	5,005	5,207	4,893	362	344	895	839	789	2.3	5.2	13.4
Dry goods and apparel	13	37	3	1,796	1,813	1,717	196	160	339	368	336	4.6	22.5	0.9
Electrical goods	19	32	7	3,192	2,520	2,137	197	141	401	346	235	49.4	39.7	70.6
Farm supplies	16	9	8	1,309	1,124	898	75	61	158	132	94	45.8	23.0	68.1
Fruits and vegetables (fresh)	7	11	5	2,576	2,517	2,109	148	136	57	53	38	22.1	6.8	50.0
Groceries (full line)	34	32	19	19,412	19,028	15,134	1,011	895	2,328	2,507	1,906	28.3	13.0	22.1
Groceries and foods (specialty lines)	15	32	20	4,178	4,006	4,158	380	324	340	324	274	0.5	17.3	24.1
Hardware	33	37	3	1,427	1,411	1,318	193	162	462	418	394	8.3	19.1	17.3
Machinery, equipment and supplies	10	19	9	1,160	1,145	1,083	191	189	255	229	228	7.1	1.1	11.8
Paper and its products	30	43	7	1,800	1,622	1,440	211	196	377	347	334	25.0	7.7	12.9
Plumbing and heating equipment and supplies	54	67	7	2,177	2,138	1,737	269	210	541	528	540	25.3	28.1	0.2
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	75	63	18	29,504	21,320	17,796	1,130	758	2,342	2,024	1,218	65.8	49.1	92.3
Groceries and foods (specialty lines)	35	46	20	8,087	7,560	6,872	510	413	209	201	192	17.7	23.5	8.9
Jewelry and optical goods	60	87	6	434	389	361	86	79	34	32	25	20.2	8.9	36.0
Machinery, equipment and supplies	61	83	23	12,881	12,409	9,054	1,023	803	1,869	1,808	1,271	42.3	27.4	47.0

+ INCREASE — DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF IOWA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL.* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	137	14	10	\$15,536	\$ 3,683	24	\$1,479	\$292	20
Beer, wines and liquors	114	15	13	8,191	1,176	14	499	68	14
Chemicals and paints	30	12	40	3,043	1,864	61	326	177	54
Drugs (full line)	5	4	80	5,236	4,893	93	376	344	91
Dry goods and apparel	23	3	13	4,664	1,717	37	400	160	40
Electrical goods	36	7	19	6,750	2,137	32	584	141	24
Farm supplies	51	8	16	9,611	898	9	650	61	9
Fruits and vegetables (fresh)	73	5	7	18,552	2,109	11	1,119	136	12
Groceries (full line)	56	19	34	46,656	15,134	32	2,426	895	37
Groceries and foods (specialty lines)	134	20	15	13,034	4,158	32	925	324	35
Hardware	9	3	33	3,516	1,318	37	344	162	47
Machinery, equipment and supplies	90	9	10	5,697	1,083	19	797	189	24
Paper and its products	23	7	30	3,362	1,440	43	447	196	44
Plumbing and heating equipment and supplies	13	7	54	2,582	1,737	67	349	210	60
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	24	18	75	28,172	17,796	63	982	758	77
Groceries and foods (specialty lines)	57	20	35	14,824	6,872	46	681	413	61
Jewelry and optical goods	10	6	60	416	361	87	94	79	84
Machinery, equipment and supplies	38	23	61	10,952	9,054	83	959	803	84

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF KANSAS

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QTR. 1937	2ND QTR. 1937
					1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30	3RD QTR. July 1 Sept. 30	4TH QTR. Oct. 1 Dec. 31	1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30	1ST QTR. 1938	2ND QTR. 1938
											To 1938	To 1938
SERVICE AND LIMITED-FUNCTION WHOLESALERS												
Automotive	16	21	16	\$ 2,110	\$ 428	\$ 567	\$ 630	\$ 485	\$ 350	\$ 434	-18.2	-23.5
Beer, wines and liquors	7	4	4	264	43	78	98	45	42	64	- 2.3	-17.9
Chemicals and paints	57	88	4	588	121	182	155	130	105	148	-13.2	-18.7
Drugs (full line)	50	83	3	3,408	864	817	906	821	818	777	- 5.3	- 4.9
Electrical goods	25	20	3	1,116	204	386	303	223	262	345	+28.4	-10.6
Farm supplies	17	34	5	1,319	417	342	226	334	283	216	-32.1	-36.8
Groceries (full line)	40	46	24	14,616	3,530	3,696	3,899	3,491	3,105	3,314	-12.0	-10.3
Groceries and foods (specialty lines)	13	33	13	3,522	832	892	876	922	856	889	+ 2.9	- 0.3
Hardware, plumbing and heating	28	72	7	5,769	1,157	1,595	1,653	1,364	1,001	1,355	-13.5	-15.0
Machinery, equipment and supplies	30	48	30	10,241	2,960	2,680	2,818	1,783	1,313	1,172	-55.6	-56.3
Paper and its products	33	35	3	400	94	109	94	103	87	90	- 7.4	-17.4
Tobacco and its products(except leaf)	13	51	5	6,010	1,311	1,510	1,617	1,572	1,427	1,463	+ 8.8	- 3.1
MANUFACTURERS' SALES BRANCHES (with stocks)												
Groceries and foods (specialty lines)	39	73	15	14,523	3,347	3,646	3,682	3,848	2,940	3,146	-12.2	-13.7
Jewelry and optical goods	75	64	3	196	43	45	61	47	42	39	- 2.3	-13.3
Machinery, equipment and supplies	56	85	23	14,094	3,413	4,479	4,081	2,121	2,924	3,663	-14.3	-18.2

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	16	21	16	\$ 2,110	\$ 1,929	\$ 1,729	\$257	\$207	\$ 417	\$ 360	\$ 336	22.0	24.2	24.1
Beer, wines and liquors	7	4	4	264	307	159	23	10	23	18	9	66.0	130.0	155.6
Chemicals and paints	57	88	4	588	525	437	115	92	154	134	111	34.6	25.0	38.7
Drugs (full line)	50	83	3	3,408	2,378	3,264	245	218	609	612	638	4.4	12.4	- 4.5
Electrical goods	25	20	3	1,116	941	787	65	49	151	91	130	41.8	32.7	16.2
Farm supplies	17	34	5	1,319	1,237	1,241	92	70	202	161	156	6.3	31.4	29.5
Groceries (full line)	40	46	24	14,616	14,838	13,758	840	742	2,706	2,624	2,370	6.2	13.2	14.2
Groceries and foods (specialty lines)	13	33	13	3,522	3,287	3,023	362	292	192	189	132	16.5	24.0	45.5
Hardware, plumbing & heating	28	72	7	5,769	5,627	4,609	567	485	1,676	1,613	1,488	25.2	16.9	12.6
Machinery, equipment and supplies	30	48	30	10,241	8,278	5,208	439	243	1,762	1,297	1,022	96.6	80.7	72.4
Paper and its products	33	35	3	400	376	374	78	70	70	66	72	7.0	11.4	- 2.8
Tobacco and its products (except leaf)	13	51	5	6,010	5,143	4,035	51	36	152	154	130	48.9	41.7	16.9
MANUFACTURERS' SALES BRANCHES (with stocks)														
Groceries and foods (specialty lines)	39	73	15	14,523	12,398	11,748	710	553	267	322	197	23.6	28.4	35.5
Jewelry and optical goods	75	64	3	196	190	132	40	37	12	12	8	48.5	8.1	50.0
Machinery, equipment and supplies	56	85	23	14,094	11,113	7,456	784	521	3,196	3,002	1,589	89.0	50.5	101.1

+ INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF KANSAS

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	99	16	16	\$ 8,124	\$ 1,729	21	\$ 819	\$207	25
Beer, winee and liquors	57	4	7	4,220	159	4	236	10	4
Chemicals and paints	7	4	57	499	437	88	99	92	93
Drugs (full line)	6	3	50	3,926	3,264	83	271	218	80
Electrical goods	12	3	25	3,872	787	20	368	49	13
Farm supplies	30	5	17	3,639	1,241	34	198	70	35
Groceries (full line)	60	24	40	29,801	13,758	46	1,614	742	46
Groceries and foode (specialty lines)	101	13	13	9,140	3,023	33	672	292	43
Hardware, plumbing and heating	25	7	28	6,404	4,609	72	674	485	72
Machinery, equipment and supplies	100	30	30	10,935	5,208	48	629	243	39
Paper and its products	9	3	33	1,070	374	35	144	70	49
Tobacco and its products (except leaf)	40	5	13	7,877	4,035	51	135	36	27
MANUFACTURERS' SALES BRANCHES (with stocks)									
Groceries and foods (specialty lines)	38	15	39	16,161	11,748	73	784	553	71
Jewelry and optical goods	4	3	75	205	132	64	44	37	84
Machinery, equipment and supplies	41	23	56	8,810	7,456	85	636	521	82

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF KENTUCKY

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET * SALES %			1937				1938		1ST Q. 1937 To 1ST Q. 1938	2ND Q. 1937 To 2ND Q. 1938		
					1ST Q.	2ND Q.	3RD Q.	4TH Q.	1ST Q.	2ND Q.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30	1938	1938		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	15	13	11	\$ 763	\$ 155	\$ 189	\$ 202	\$ 217	\$ 157	\$ 156	+ 1.3	-17.5		
Beer, wines and liquors	8	22	9	6,925	1,630	1,786	1,498	2,011	1,321	1,337	-19.0	-25.1		
Drugs and drug sundries	22	66	4	2,576	563	617	584	812	560	520	- 0.5	-15.7		
Dry goods and apparel	16	59	5	4,858	1,422	957	1,470	1,009	1,037	700	-27.1	-26.9		
Electrical goods	25	29	5	3,537	755	1,220	951	601	523	688	-30.7	-44.1		
Farm supplies	13	29	3	1,755	615	381	451	308	445	284	-27.6	-25.5		
Fruits and vegetables (fresh)	14	28	9	2,515	558	792	632	533	577	719	+ 3.4	- 9.2		
General merchandise	50	73	3	5,170	1,243	1,598	1,231	1,098	1,041	1,138	-16.3	-28.8		
Groceries (full line)	23	25	24	12,481	3,147	3,184	3,306	2,844	2,647	2,672	-15.9	-16.1		
Groceries and foods (specialty lines)	9	24	12	2,981	702	737	800	742	610	573	-13.1	-22.3		
Hardware	33	18	5	1,682	382	490	423	387	339	361	-11.3	-26.3		
Lumber and construction materials	17	12	6	1,034	241	291	299	203	162	178	-32.8	-38.8		
Machinery, equipment and supplies	20	38	13	3,275	730	972	864	709	580	669	-20.5	-31.2		
Paper and its products	20	55	3	1,235	306	380	294	255	240	249	-21.6	-34.5		
Plumbing and heating equipment and supplies	38	56	5	1,765	354	467	486	458	283	394	-20.1	-15.6		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	86	98	6	10,964	1,539	3,065	3,102	3,258	2,098	1,925	+36.3	-37.2		
Groceries and foods (specialty lines)	50	85	12	12,321	3,336	3,157	3,024	2,804	2,941	2,761	-11.8	-12.5		
Machinery, equipment and supplies	55	82	11	3,946	912	1,332	959	743	777	1,069	-14.9	-19.7		

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	15	13	11	\$ 763	\$ 672	\$ 541	\$ 136	\$ 116	\$ 180	\$ 154	\$ 121	41.0	17.2	48.8
Beer, wines and liquors	8	22	9	6,925	5,152	4,228	460	292	1,007	735	450	63.8	57.5	123.8
Drugs and drug sundries	22	66	4	2,576	2,336	2,182	175	154	502	465	427	18.1	13.6	17.6
Dry goods and apparel	16	59	5	4,858	4,921	4,286	456	476	822	855	888	13.3	- 4.2	- 7.4
Electrical goods	25	29	5	3,537	2,119	960	211	75	374	232	127	268.4	181.3	194.5
Farm supplies	13	29	3	1,755	1,432	1,245	123	84	334	315	363	41.0	46.4	- 8.0
Fruits & vegetables (fresh)	14	28	9	2,515	2,395	2,086	137	130	39	38	24	20.6	5.4	62.5
General merchandise	50	73	3	5,170	4,945	4,219	565	443	1,117	973	772	22.5	27.5	44.7
Groceries (full line)	23	25	24	12,481	11,872	9,198	515	421	1,354	1,487	1,170	35.7	22.3	15.7
Groceries and foods (specialty lines)	9	24	12	2,981	2,991	2,687	179	171	237	234	307	10.9	4.7	- 22.8
Hardware	33	18	5	1,682	1,481	1,234	144	114	455	384	376	36.3	26.3	21.0
Lumber and construction materials	17	12	6	1,034	873	754	73	49	158	104	74	37.1	49.0	113.5
Machinery, equipment and supplies	20	38	13	3,275	3,130	2,570	328	285	496	516	432	27.4	15.1	14.8
Paper and its products	20	55	3	1,235	1,130	1,036	173	133	277	238	216	19.2	30.1	28.2
Plumbing and heating equipment & supplies	38	56	5	1,765	1,664	1,168	166	120	333	341	220	51.1	38.3	51.4
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	86	98	6	10,964	10,679	11,082	258	206	373	341	230	-1.1	25.2	62.2
Groceries and foods (specialty lines)	50	85	12	12,321	11,512	10,660	520	426	322	345	305	15.6	22.1	5.6
Machinery, equipment and supplies	55	82	11	3,946	2,910	2,190	366	255	687	597	287	80.2	43.5	139.4

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

STATE OF KENTUCKY

WHOLESALE DISTRIBUTION

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	72	11	15	\$ 4,188	\$ 541	13	\$ 569	\$ 116	20
Beer, wines and liquors	111	9	8	19,476	4,228	22	878	292	33
Drugs and drug sundries	18	4	22	3,301	2,182	66	298	154	52
Dry goods and apparel	32	5	16	7,244	4,286	59	715	476	67
Electrical goods	20	5	25	3,262	960	29	315	75	24
Farm supplies	23	3	13	4,311	1,245	29	269	84	31
Fruits and vegetables (fresh)	63	9	14	7,577	2,086	28	385	130	34
General merchandise	6	3	50	5,817	4,219	73	518	443	86
Groceries (full line)	106	24	23	36,329	9,198	25	1,609	421	26
Groceries and foods (specialty lines)	128	12	9	11,319	2,687	24	683	171	25
Hardware	15	5	33	6,738	1,234	18	660	114	17
Lumber and construction materials	35	6	17	6,103	754	12	604	49	8
Machinery, equipment and supplies	65	13	20	6,817	2,570	38	785	285	36
Paper and its products	15	3	20	1,896	1,036	55	225	133	59
Plumbing and heating equipment and supplies	13	5	33	2,102	1,168	56	207	120	58
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	7	6	86	11,319	11,082	98	228	206	90
Groceries and foods (specialty lines)	24	12	50	12,482	10,660	85	507	426	84
Machinery, equipment and supplies	20	11	55	2,660	2,190	82	339	255	75

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

STATE OF LOUISIANA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	18	16	9	\$ 1,339	\$ 308	\$ 320	\$ 394	\$ 317	\$ 282	\$ 312	- 8.4	- 2.5
Beer, wines and liquors	7	22	4	2,317	542	531	608	636	481	491	-11.3	- 7.5
Clothing and furnishings	23	17	3	441	100	97	113	131	109	95	+ 9.0	- 2.1
Dry goods (full and specialty lines)	20	51	4	4,535	1,110	917	1,404	1,104	934	782	-15.9	-14.7
Electrical goods	26	41	5	5,368	1,175	1,916	1,343	934	1,116	1,270	- 5.0	-33.7
Fruits and vegetables (fresh)	6	16	4	2,980	707	757	699	817	763	758	+ 7.9	+ 0.1
Groceries (full line)	19	27	25	16,959	4,275	4,217	4,281	4,186	4,034	3,927	- 5.6	- 6.9
Groceries and foods (specialty lines)	16	39	34	17,959	4,861	4,032	4,500	4,566	3,992	3,571	-17.9	-11.4
Hardware, plumbing and heating	20	42	5	6,437	1,394	1,577	1,882	1,584	1,347	1,619	- 3.4	+ 2.7
Jewelry and optical goods	43	84	3	857	131	170	194	362	145	168	+10.7	- 1.2
Lumber and construction materials	17	15	5	1,826	550	452	360	464	266	333	-51.6	-26.3
Machinery, equipment and supplies	28	50	29	17,377	3,827	4,694	4,358	4,498	3,786	3,673	- 1.1	-21.8
Paper and its products	31	48	5	1,890	440	505	485	460	420	438	- 4.5	-13.3
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	73	94	11	36,662	10,322	9,877	8,708	7,755	5,962	4,820	-42.2	-51.2
Groceries and foods (specialty lines)	52	83	31	42,575	11,157	9,784	11,487	10,147	8,935	9,445	-19.9	- 3.5
Jewelry and optical goods	75	91	3	263	59	68	74	62	58	65	- 1.7	- 4.4
Machinery, equipment and supplies	63	63	31	6,661	1,536	1,785	1,789	1,551	1,549	1,632	+ 0.8	- 8.6

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTAB- LISH- MENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	18	16	9	\$ 1,339	\$ 1,342	\$ 1,078	\$ 178	\$ 148	\$ 307	\$ 262	\$ 237	24.2	20.3	29.5
Beer, *wines and liquora	7	22	4	2,317	2,367	2,283	115	91	219	237	188	1.5	26.4	16.5
Clothing and furnishings	23	17	3	441	451	405	34	28	39	32	55	8.9	21.4	- 29.1
Dry goods (full and specialty lines)	20	51	4	4,535	4,543	3,841	351	363	1,037	1,077	702	18.1	- 3.3	47.7
Electrical goods	26	41	5	5,368	4,039	2,322	366	192	577	383	262	131.2	90.6	120.2
Fruits and vegetablea (fresh)	6	16	4	2,980	2,746	1,784	176	119	43	40	33	67.0	47.9	30.3
Grocariaa (full linea)	19	27	25	16,959	15,964	14,268	775	640	1,499	1,478	1,371	18.9	21.1	9.3
Grocarias and foods (specialty lines)	16	39	34	17,959	16,721	16,915	816	735	1,704	1,851	1,746	6.2	11.0	- 2.4
Hardware, plumbing and heating	20	42	5	6,437	4,785	3,566	502	386	984	843	766	80.5	30.1	28.5
Jewelry and optical goods	43	84	3	857	657	542	108	72	184	178	146	58.1	50.0	26.0
Lumber and construction materials	17	15	5	1,826	1,751	1,128	81	56	164	170	134	61.9	44.6	22.4
Machinery, equipment and supplies	28	50	29	17,377	14,162	9,723	1,834	931	2,028	1,898	1,533	78.7	97.0	32.3
Paper and its products	31	48	5	1,890	1,600	1,496	210	157	358	287	285	26.3	33.8	25.6
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	73	94	11	36,662	33,944	24,342	861	734	1,717	1,584	953	50.6	17.3	80.2
Groceries and foods (specialty lines)	52	83	31	42,575	29,308	37,406	1,506	1,288	2,146	2,234	1,949	13.8	16.9	10.1
Jewelry and optical goods	75	91	3	263	232	184	44	34	26	25	22	42.9	29.4	18.2
Machinery, equipment and supplies	63	63	31	6,661	5,440	3,965	811	563	766	623	585	68.0	44.0	30.9

+ INCREASE — DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF LOUISIANA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	49	9	18	\$ 6,875	\$ 1,078	16	\$ 870	\$ 148	17
Beer, wines and liquors	59	4	7	10,530	2,283	22	677	91	13
Clothing and furnishings	13	3	23	2,413	405	17	232	28	12
Dry goods (full and specialty lines)	20	4	20	7,460	3,841	51	657	363	55
Electrical goods	19	5	26	5,717	2,322	41	565	192	34
Fruits and vegetables (fresh)	63	4	6	11,231	1,784	16	667	119	18
Groceries (full line)	134	25	19	53,566	14,268	27	2,328	640	27
Groceries and foods (specialty lines)	219	34	16	43,255	16,915	39	2,083	735	35
Hardware, plumbing and heating	25	5	20	8,434	3,566	42	864	386	45
Jewelry and optical goods	7	3	43	644	542	84	89	72	81
Lumber and construction materials	29	5	17	7,525	1,128	15	377	56	15
Machinery, equipment and suppliee	105	29	28	19,593	9,723	50	1,866	931	50
Paper and its products	16	5	31	3,138	1,496	48	356	157	44
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	15	11	73	25,937	24,342	94	830	734	88
Groceries and foods (specialty lines)	60	31	52	45,321	37,406	83	1,587	1,288	81
Jewelry and optical goods	4	3	75	202	184	91	37	34	92
Machinery, equipment and supplies	49	31	63	6,299	3,965	63	839	563	67

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MARYLAND

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1938	2ND QR. 1937 To 1938
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.	1937 To 1938	1937 To 1938
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	11	16	7	\$ 621	\$ 124	\$ 145	\$ 174	\$ 178	\$ 113	\$ 138	- 8.9	- 4.8
Beer, wines and liquors	10	12	8	2,323	504	597	539	683	447	554	-11.3	- 7.2
Chemicals and paints	17	46	4	1,067	210	313	290	254	201	269	- 4.3	-14.1
Clothing and furnishings	9	31	9	4,411	1,258	1,019	1,379	755	1,034	899	-17.8	-11.8
Drugs and drug sundries	23	57	6	3,469	863	804	796	1,006	841	755	- 2.6	- 6.1
Dry goods (specialty lines)	6	7	3	698	219	206	129	144	165	141	-24.7	-31.6
Electrical goods	25	50	9	6,249	1,510	1,877	1,550	1,312	1,118	1,305	-26.0	-30.5
Farm supplies	17	41	5	2,806	977	895	630	304	891	684	- 8.8	-23.6
Fruits and vegetables (fresh)	10	25	11	4,102	846	1,313	1,085	858	671	1,052	-20.7	-19.9
Furniture and house furnishings	18	19	4	534	91	123	147	173	89	117	- 2.2	- 4.9
Groceries (full line)	29	18	10	4,632	1,026	1,191	1,268	1,147	982	1,110	- 4.3	- 6.8
Groceries and foods (specialty lines)	15	35	40	11,180	2,788	2,751	2,868	2,773	2,368	2,455	-15.1	-10.8
Hardware	19	44	4	1,617	333	483	402	399	297	399	-10.8	-17.4
Jewelry and optical goods	32	37	6	1,716	257	325	465	669	228	260	-11.3	-20.0
Lumber and construction materials	23	28	12	3,307	726	1,025	890	666	557	657	-23.3	-35.9
Machinery, equipment and supplies	20	46	22	6,966	1,727	2,031	1,734	1,474	1,350	1,584	-21.8	-22.0
Paper and its products	19	25	9	1,966	483	564	488	431	406	406	-15.9	-28.0
Plumbing and heating equipment and supplies	12	14	4	1,085	201	260	314	310	178	245	-11.4	- 5.8
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	33	11	3	4,381	1,005	1,170	1,115	1,091	950	933	- 5.5	-20.3
Chemicals and paints	50	75	4	1,264	290	315	362	297	246	201	-15.2	-36.2
Furniture and house furnishings	100	100	3	1,206	260	322	293	331	310	246	+19.2	-23.6
Groceries and foods (specialty lines)	49	84	20	43,024	11,358	10,109	11,948	9,609	9,270	9,359	-18.4	- 7.4
Lumber and construction materials	50	37	4	1,658	274	545	461	378	374	438	+36.5	-19.6
Machinery, equipment and supplies	55	37	18	5,473	1,531	1,727	1,231	984	1,326	1,234	-13.4	-28.5
Plumbing and heating equipment and supplies	43	42	3	978	150	228	314	286	130	187	-13.3	-18.0
COMMISSION MERCHANTS												
Fruits and vegetables (fresh)	1/	1/	7	3,567	712	903	1,047	905	525	788	-26.3	-12.7

+ INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MARYLAND

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTAB- LISH- MENTS IN- CLUD- ED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTAB- LISH- MENTS %	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	11	16	7	\$ 621	\$ 636	\$ 577	\$ 117	\$115	\$ 141	\$ 140	\$ 134	7.6	1.7	5.2
Beer, wines and liquors	10	12	8	2,323	2,060	1,801	193	131	192	155	120	29.0	47.3	60.0
Chemicals and paints	17	46	4	1,067	1,124	1,054	56	47	87	106	81	1.2	19.1	7.4
Clothing and furnishings	9	31	9	4,411	4,126	2,668	330	262	436	432	348	65.3	26.0	25.3
Drugs and drug sundries	23	57	6	3,469	3,096	2,843	218	150	440	414	217	22.0	45.3	102.8
Dry goods (specialty lines)	6	7	3	698	646	532	38	38	277	202	195	31.2	0.0	42.1
Electrical goods	25	50	9	6,249	4,771	3,717	471	285	618	502	402	68.1	65.3	53.7
Farm supplies	17	41	5	2,806	2,398	2,019	225	181	552	688	350	39.0	24.3	57.7
Fruits and vegetablee (fresh)	10	25	11	4,102	4,032	2,658	130	77	10	11	8	54.3	68.8	25.0
Furniture and house furnishings	18	19	4	534	552	451	28	25	110	102	121	18.4	12.0	9.1
Groceries (full line)	29	18	10	4,632	4,689	3,934	239	204	638	624	551	17.7	17.2	15.8
Groceries and foods (specialty linee)	15	35	40	11,180	10,669	9,803	832	779	584	618	483	14.0	6.8	20.9
Hardware	19	44	4	1,617	1,416	1,136	150	128	360	305	265	42.3	17.2	35.8
Jewelry and optical goods	32	37	6	1,716	1,463	1,206	151	95	318	294	211	42.3	58.9	50.7
Lumber and construction materials	23	28	12	3,307	2,688	1,980	322	211	322	268	193	67.0	52.6	66.8
Machinery, equipment and supplies	20	46	22	6,966	5,639	4,548	844	613	934	866	815	53.2	37.7	14.6
Paper and its producte	19	25	9	1,966	1,759	1,600	202	187	195	200	180	22.9	8.0	8.3
Plumbing and heating equipment and supplies	12	14	4	1,085	891	729	91	66	121	123	113	48.8	37.9	7.1
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	33	11	3	4,381	3,985	2,376	433	287	557	439	240	84.4	50.9	132.1
Chemicals and paints	50	75	4	1,264	1,142	1,040	69	64	110	92	101	21.5	7.8	8.9
Furniture and house furnishings	100	100	3	1,206	1,085	x	96	x	27	42	x	--	--	--
Groceries and foods (specialty lines)	49	84	20	43,024	41,927	37,900	1,264	949	1,079	1,138	1,087	13.5	33.2	0.7
Lumber and construction materials	50	37	4	1,658	1,089	1,010	165	99	62	50	47	64.2	66.7	31.9
Machinery, equipment and supplies	55	37	18	5,473	4,378	3,490	652	474	635	624	465	56.8	37.6	36.6
Plumbing and heating equipment and supplies	43	42	3	978	874	489	72	35	45	74	41	100.0	105.7	9.8
COMMISSION MERCHANTS														
Fruite and vegetables (fresh)	1/	1/	7	3,567	2,571	2,754	138	113	11	15	11	29.5	22.1	0.0

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MARYLAND

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL.* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	61	7	11	\$ 3,670	\$ 577	16	\$ 574	\$115	20
Beer, wines and liquors	83	8	10	15,659	1,801	12	960	131	14
Chemicals and paints	24	4	17	2,269	1,054	46	173	47	27
Clothing and furnishings	100	9	9	8,679	2,668	31	586	262	45
Drugs and drug sundries	26	6	23	4,962	2,843	57	433	150	35
Dry goods (specialty lines)	49	3	6	7,538	532	7	613	38	6
Electrical goods	36	9	25	7,409	3,717	50	727	285	39
Farm supplies	29	5	17	4,889	2,019	41	275	181	66
Fruits and vegetables (fresh)	109	11	10	10,845	2,658	25	479	77	16
Furniture and house furnishings	22	4	18	2,358	451	19	179	25	14
Groceries (full line)	34	10	29	21,841	3,934	18	926	204	22
Groceries and foods (specialty lines)	274	40	15	28,221	9,803	35	2,102	779	37
Hardware	21	4	19	2,581	1,136	44	252	128	51
Jewelry and optical goods	19	6	32	3,257	1,206	37	204	95	47
Lumber and construction materials	52	12	23	7,184	1,980	28	690	211	31
Machinery, equipment and supplies	111	22	20	9,804	4,548	46	1,321	613	46
Paper and its products	47	9	19	6,285	1,600	25	568	187	33
Plumbing and heating equipment and supplies	34	4	12	5,304	729	14	676	66	10
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	9	3	33	21,823	2,376	11	597	287	48
Chemicals and paints	8	4	50	1,381	1,040	75	103	64	62
Furniture and house furnishings	3	3	100	x	x	100	x	x	100
Groceries and foods (specialty lines)	41	20	49	45,229	37,900	84	1,504	949	63
Lumber and construction materials	8	4	50	2,764	1,010	37	284	99	35
Machinery, equipment and supplies	33	18	55	9,459	3,490	37	1,355	474	35
Plumbing and heating equipment and supplies	7	3	43	1,174	489	42	114	35	31
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	7	--	x	2,754	--	x	113	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MASSACHUSETTS

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938				1ST QTR.	2ND QTR.
					1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30	3RD QTR. July 1 Sept. 30	4TH QTR. Oct. 1 Dec. 31	1ST QTR. Jan. 1 Mar. 31	2ND QTR. April 1 June 30	1937 To	1937 To		
											1ST QTR. 1938	2ND QTR. 1938		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	16	25	27	\$11,868	\$ 3,025	\$ 3,225	\$ 2,816	\$ 2,802	\$ 2,027	\$ 2,394	-33.0	-25.8		
Beer, wines and liquors	19	26	28	14,446	3,064	3,569	3,894	3,919	3,052	3,746	- 0.4	+ 5.0		
Chemicals and paints	34	53	24	8,700	2,499	2,455	2,150	1,596	1,634	1,744	-34.6	-29.0		
Clothing and furnishings	15	19	38	7,709	1,719	1,905	2,088	1,997	1,346	1,805	-21.7	- 5.3		
Drugs and drug sundries	14	29	5	4,958	1,312	1,111	1,301	1,234	1,131	1,139	-13.8	+ 2.5		
Dry goods (full and specialty lines)	14	18	19	4,764	1,453	1,095	1,202	1,014	1,083	728	-25.5	-23.5		
Electrical goods	20	65	24	21,831	5,405	6,750	5,160	4,516	3,125	4,283	-42.2	-36.5		
Farm supplies	69	82	11	4,657	1,112	1,425	1,160	960	777	1,014	-30.1	-28.8		
Fruits and vegetables (fresh)	21	37	56	22,943	5,164	7,328	6,016	4,435	4,302	6,445	-16.7	-12.1		
Furniture and house furnishings	16	34	14	5,325	1,161	1,528	1,311	1,225	821	1,257	-29.3	-22.8		
Groceries (full line)	30	25	23	14,303	3,364	3,576	3,790	3,573	3,233	3,397	- 3.9	- 5.0		
Groceries and foods (specialty lines)	19	31	104	35,198	8,340	8,855	9,421	8,582	7,685	7,827	- 7.9	-11.6		
Hardware	24	54	8	2,725	622	779	641	683	543	680	-12.7	-12.7		
Jewelry and optical goods	12	17	8	1,141	263	284	287	307	222	241	-15.6	-15.1		
Lumber and construction materials	15	22	11	5,577	1,239	1,387	1,380	1,571	781	951	-37.0	-31.4		
Machinery, equipment and supplies	20	39	59	13,372	3,102	4,030	3,483	2,757	2,359	2,874	-24.0	-28.7		
Paper and its products	17	44	31	11,084	2,983	2,910	2,588	2,603	2,306	2,242	-22.7	-23.0		
Plumbing and heating equipment and supplies	22	40	20	5,198	1,123	1,230	1,442	1,403	772	972	-31.3	-21.0		
Tobacco and its products (except leaf)	10	9	10	5,495	1,158	1,401	1,493	1,443	1,244	1,459	+ 7.4	+ 4.1		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	46	59	17	31,822	6,861	10,758	7,308	6,895	3,685	5,350	-46.3	-50.3		
Beer, wines and liquors	50	52	3	6,302	1,554	1,533	1,252	1,963	1,522	1,405	- 2.1	- 8.3		
Chemicals and paints	44	30	19	8,612	2,166	2,377	2,290	1,779	1,670	1,744	-22.9	-26.6		
Clothing and furnishings	23	28	3	1,351	256	369	338	386	257	331	- 0.4	-10.3		
Dry goods (specialty lines)	56	40	5	2,361	803	612	589	357	557	455	-30.6	-25.7		
Electrical goods	52	95	13	37,788	10,410	10,300	9,049	8,029	7,369	5,903	-29.2	-42.7		
Furniture and house furnishings	80	91	8	3,809	939	1,076	919	875	674	783	-23.2	-27.2		
Groceries and foods (specialty lines)	75	84	102	129,620	32,549	31,559	33,318	32,194	29,465	29,270	- 9.5	- 7.3		
Hardware	75	98	3	2,324	641	661	571	451	401	339	-37.4	-48.7		
Jewelry and optical goods	75	95	9	1,321	354	335	316	316	253	274	-28.5	-18.2		
Machinery, equipment and supplies	60	47	72	23,114	5,748	6,678	6,039	4,649	4,334	5,259	-24.6	-21.2		
Plumbing and heating equipment and supplies	60	70	15	6,117	1,296	1,768	1,606	1,447	862	1,111	-33.5	-37.2		
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	7	9,266	2,357	2,963	1,787	2,159	1,898	2,574	-19.5	-13.1		

+INCREASE

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MASSACHUSETTS

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	16	25	27	\$ 11,868	\$ 10,639	\$ 9,368	\$ 772	\$ 743	\$ 1,306	\$ 1,006	\$ 1,084	26.7	3.9	20.5
Beer, wines and liquors	19	26	28	14,446	13,110	11,205	1,090	808	1,542	1,194	1,100	28.9	34.9	40.2
Chemicals and paints	34	53	24	8,700	8,752	7,741	835	579	782	730	545	12.4	44.2	43.5
Clothing and furnishings	15	19	38	7,709	7,834	6,997	682	612	1,281	1,178	955	10.2	11.4	34.1
Drugs and drug sundries	14	29	5	4,958	4,972	4,926	321	299	598	631	632	0.6	7.4	- 5.4
Dry goods (full and specialty lines)	14	18	19	4,764	4,286	3,639	274	251	632	542	492	30.9	9.2	28.5
Electrical goods	20	65	24	21,831	18,069	14,663	1,740	1,289	1,912	1,426	1,309	48.9	35.0	46.1
Farm supplies	69	82	11	4,657	5,063	3,616	279	218	230	235	167	28.8	28.0	37.7
Fruits and vegetables (fresh)	21	37	56	22,943	21,435	17,771	978	837	152	156	106	29.1	16.8	43.4
Furniture & house furnishings	16	34	14	5,325	5,117	4,212	491	384	1,146	1,259	1,088	26.4	27.9	5.3
Groceries (full line)	30	25	23	14,303	13,352	12,495	1,035	888	1,979	1,966	1,689	14.5	16.6	17.2
Groceries and foods (specialty lines)	19	31	104	35,198	32,943	32,172	2,714	2,395	1,980	2,080	1,876	9.4	13.3	5.5
Hardware	24	54	8	2,725	2,592	2,399	322	305	613	596	562	13.6	5.6	9.1
Jewelry and optical goods	12	17	8	1,141	1,095	938	186	159	281	260	257	21.6	17.0	9.3
Lumber and construction materials	15	22	11	5,577	4,986	3,966	549	339	436	319	317	40.6	61.9	37.5
Machinery, equipment and supplies	20	39	59	13,372	12,220	10,435	1,942	1,441	2,416	2,200	1,765	28.1	34.8	36.9
Paper and its products	17	44	31	11,084	10,185	9,156	1,266	1,065	1,214	1,155	1,075	21.1	18.9	12.9
Plumbing and heating equipment & supplies	22	40	20	5,198	5,129	4,137	635	493	960	1,021	903	25.6	28.8	6.3
Tobacco and its products (except leaf)	10	9	10	5,495	4,856	3,941	100	87	201	172	149	39.4	14.9	34.9
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	46	59	17	31,822	28,179	24,143	1,078	996	1,810	1,600	1,320	31.8	8.2	37.1
Beer, wines and liquors	50	52	3	6,302	6,856	4,472	144	110	240	212	147	40.9	30.9	63.3
Chemicals and paints	44	30	19	8,612	8,123	7,307	728	582	509	468	469	17.9	25.1	8.5
Clothing and furnishings	23	28	3	1,351	1,583	1,310	137	121	113	88	100	3.1	13.2	13.0
Dry goods (specialty lines)	56	48	5	2,361	2,454	2,418	170	164	258	151	184	- 2.4	3.7	40.2
Electrical goods	52	95	13	37,788	30,004	22,186	1,234	1,016	1,467	1,186	843	70.3	21.5	74.0
Furniture & house furnishings	60	91	8	3,809	3,564	2,970	274	212	180	179	149	28.2	29.2	20.8
Groceries and foods (specialty lines)	75	84	102	129,620	124,492	115,550	4,000	3,475	3,186	3,689	3,029	12.2	15.1	5.2
Hardware	75	98	3	2,324	1,996	1,545	167	107	82	77	68	50.4	56.1	+20.6
Jewelry and optical goods	75	95	9	1,321	1,278	1,170	243	215	248	227	193	12.9	13.0	28.5
Machinery, equipment and supplies	60	47	72	23,114	21,072	16,003	2,950	2,196	1,899	1,811	1,529	44.4	34.3	24.2
Plumbing and heating equipment & supplies	60	70	15	6,117	5,317	4,177	587	442	956	852	635	46.4	32.8	50.6
COMMISSION MERCHANTS														
Fruits & vegetables (fresh)	1/	1/	7	9,266	9,017	9,075	326	273	20	10	36	2.1	19.4	-44.4

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MASSACHUSETTS

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	171	27	16	\$ 37,781	\$ 9,368	25	\$2,971	\$ 743	25
Beer, wines and liquors	146	28	19	42,335	11,205	26	2,910	808	28
Chemicals and paints	71	24	34	14,643	7,741	53	1,117	579	52
Clothing and furnishings	250	38	15	37,296	6,997	19	2,593	612	24
Drugs and drug sundries	37	5	14	16,971	4,926	29	983	299	30
Dry goods (full and specialty lines)	136	19	14	20,511	3,639	18	1,335	251	19
Electrical goods	120	24	20	22,662	14,663	65	2,196	1,289	59
Farm supplies	16	11	69	4,418	3,616	82	277	218	79
Fruits and vegetables (fresh)	271	56	21	48,525	17,771	37	2,381	837	35
Furniture and house furnishings	90	14	16	12,534	4,212	34	1,242	384	31
Groceries (full line)	76	23	30	50,540	12,495	25	3,663	888	24
Groceries and foods (specialty lines)	550	104	19	105,362	32,172	31	7,063	2,395	34
Hardware	33	8	24	4,455	2,399	54	572	305	53
Jewelry and optical goods	65	8	12	5,519	938	17	576	159	28
Lumber and construction materials	75	11	15	18,225	3,966	22	1,584	339	21
Machinery, equipment and supplies	300	59	20	26,442	10,435	39	3,841	1,441	38
Paper and its products	182	31	17	21,022	9,156	44	2,758	1,065	39
Plumbing & heating equipment & supplies	90	20	22	10,224	4,137	40	1,298	493	38
Tobacco and its products (except leaf)	102	10	10	42,436	3,941	9	1,081	87	8
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	37	17	46	40,598	24,143	59	1,917	996	52
Beer, wines and liquors	6	3	50	8,588	4,472	52	202	110	54
Chemicals and paints	43	19	44	24,140	7,307	30	1,675	582	35
Clothing and furnishings	13	3	23	4,681	1,310	28	420	121	29
Dry goods (specialty lines)	9	5	56	4,996	2,418	48	224	164	73
Electrical goods	25	13	52	23,303	22,186	95	1,220	1,016	83
Furniture and house furnishings	10	8	80	3,269	2,970	91	280	212	76
Groceries and foods (specialty lines)	136	102	75	136,955	115,550	84	4,700	3,475	74
Hardware	4	3	75	1,570	1,545	98	112	107	96
Jewelry and optical goods	12	9	75	1,227	1,170	95	227	215	95
Machinery, equipment and supplies	120	72	60	33,992	16,003	47	5,980	2,196	37
Plumbing & heating equipment & supplies	25	15	60	5,977	4,177	70	616	442	72
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	7	x	x	9,075	x	x	273	x

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MICHIGAN

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QTR 1937 To 1ST QTR 1938	2ND QTR 1937 To 2ND QTR 1938		
					1ST QTR Jan. 1 Mar. 31	2ND QTR April 1 June 30	3RD QTR July 1 Sept. 30	4TH QTR Oct. 1 Dec. 31	1ST QTR Jan. 1 Mar. 31	2ND QTR April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	15	61	42	\$ 59,780	\$ 13,071	\$ 20,868	\$ 11,019	\$ 14,822	\$ 9,497	\$ 9,393	-27.3	-55.0		
Beer, wines and liquore	11	13	24	5,360	997	1,504	1,728	1,131	811	1,130	-18.7	-24.9		
Chemicals and paints	17	25	9	2,579	552	789	673	565	458	631	-17.0	-20.0		
Clothing and furnishings	9	12	6	1,108	215	292	290	311	160	216	-25.6	-26.0		
Drugs (full line)	50	71	3	6,937	1,719	1,688	1,775	1,755	1,435	1,385	-16.5	-18.0		
Dry goods (full & specialty lines)	21	35	7	4,284	960	1,033	1,179	1,112	756	821	-21.3	-20.5		
Electrical goods	24	44	23	17,848	3,676	5,620	4,587	3,965	2,700	2,873	-26.6	-48.9		
Farm supplies	9	4	4	270	69	73	67	61	48	51	-30.4	-30.1		
Fruits and vegetables (fresh)	13	28	30	12,140	2,825	3,533	3,038	2,744	2,291	3,181	-18.9	-10.0		
Furniture & house furnishings	18	45	9	3,098	717	978	752	651	438	544	-38.9	-44.4		
Groceries (full line)	18	20	31	14,750	3,340	3,632	4,223	3,555	3,144	3,396	- 5.9	- 6.5		
Groceries & foods (specialty lines)	10	19	52	12,466	2,858	3,206	3,410	2,992	2,470	2,697	-13.6	-15.9		
Hardware	28	53	11	12,249	2,518	3,449	3,376	2,906	1,801	2,382	-28.5	-30.9		
Lumber and construction materials	11	14	11	2,813	765	793	750	505	483	487	-36.9	-38.6		
Machinery, equipment and supplies	18	37	48	16,330	3,742	4,271	4,723	3,594	2,398	2,282	-35.9	-46.6		
Paper and its products	16	44	14	10,582	2,593	2,738	2,772	2,479	1,993	1,950	-23.1	-28.8		
Plumbing & heating equipment and supplies	27	41	19	8,187	1,915	1,908	2,330	2,034	1,332	1,294	-30.4	-32.2		
Tobacco & its products (except leaf)	9	9	12	5,186	1,099	1,348	1,401	1,338	1,035	1,182	- 5.8	-12.3		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	46	50	18	83,745	17,363	26,895	15,933	23,554	9,038	9,534	-47.9	-64.6		
Chemicals and paints	52	37	11	6,251	1,484	1,679	1,713	1,375	1,040	1,098	-29.9	-34.6		
Electrical goods	74	88	14	45,360	11,573	14,299	11,061	8,427	6,541	5,581	-43.5	-61.0		
Furniture and house furnishings	73	99	8	3,706	947	1,176	970	613	524	633	-44.7	-46.2		
Groceries & foods (specialty lines)	47	75	55	58,657	14,442	14,744	14,642	14,829	12,453	12,444	-13.8	-15.6		
Lumber and construction materials	64	12	9	4,393	835	1,237	1,437	884	426	829	-49.0	-33.0		
Machinery, equipment and supplies	64	84	65	29,031	7,426	9,146	7,076	5,383	5,242	4,937	-29.4	-46.0		
Paper and its products	60	57	3	944	230	228	252	234	173	158	-24.8	-30.7		
Plumbing & heating equipment and supplies	90	80	9	4,011	828	1,254	1,003	926	467	571	-43.6	-54.5		
Tobacco & its products (except leaf)	75	66	3	869	159	235	200	275	108	154	-32.1	-34.5		

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MICHIGAN

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	15	61	42	\$ 59,780	\$ 47,360	\$ 32,343	\$ 2,053	\$ 1,833	\$ 2,733	\$ 2,735	\$ 2,666	84.8	12.0	2.5
Beer, wines and liquors	11	13	24	5,360	4,684	3,423	312	187	171	146	99	56.6	66.8	72.7
Chemicals and paints	17	25	9	2,579	2,369	2,040	341	253	325	335	284	26.4	34.8	14.4
Clothing and furnishings	9	12	6	1,108	1,050	870	53	44	187	161	131	27.4	20.5	42.7
Drugs (full line)	50	71	3	6,937	6,087	5,545	518	403	935	779	717	25.1	28.5	30.4
Dry goods (full & specialty lines)	21	35	7	4,284	3,897	3,498	368	279	629	613	646	22.5	31.9	2.6
Electrical goods	24	44	23	17,848	12,759	9,641	1,422	715	1,827	1,280	874	85.1	98.9	109.0
Farm supplies	9	4	4	270	242	256	22	21	12	13	8	5.5	4.8	50.0
Fruits and vegetables (fresh)	13	28	30	12,140	10,988	9,171	466	360	166	175	134	32.4	29.4	23.9
Furniture & house furnishings	18	45	9	3,098	2,640	2,171	234	189	579	508	476	42.7	23.8	21.6
Groceries (full line)	18	20	31	14,750	13,238	11,607	630	478	1,727	1,601	1,349	27.1	31.8	28.0
Groceries and foods (specialty lines)	10	19	52	12,466	11,258	9,218	854	720	499	536	391	35.2	18.6	27.6
Hardware	28	53	11	12,249	10,421	8,001	1,265	840	2,488	2,022	1,748	53.1	50.6	42.3
Lumber and construction materials	11	14	11	2,813	2,846	2,146	190	130	343	302	247	31.1	46.2	38.9
Machinery, equipment and supplies	18	37	48	16,330	13,999	11,676	1,865	1,299	1,784	1,642	1,484	39.9	43.6	20.2
Paper and its products	16	44	14	10,582	9,798	8,338	936	894	1,104	1,195	1,125	26.9	4.7	1.9
Plumbing and heating equipment & supplies	27	41	19	8,187	6,703	4,553	791	464	1,268	1,061	812	79.8	70.5	56.2
Tobacco and its products (except leaf)	9	9	12	5,186	4,365	3,512	142	94	215	188	163	47.7	51.1	31.9
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	46	50	18	83,745	69,976	50,087	1,871	1,608	3,051	4,740	2,813	67.2	16.4	8.5
Chemicals and paints	52	37	11	6,251	5,756	3,038	361	252	342	249	397	105.8	43.3	13.9
Electrical goods	74	88	14	45,360	30,299	21,642	1,362	860	1,771	1,510	1,016	109.6	58.4	74.3
Furniture & house furnishings	73	99	8	3,706	3,577	2,533	181	133	208	199	189	46.3	36.1	10.1
Groceries and foods (specialty lines)	47	75	55	58,657	53,550	47,261	2,576	2,001	1,371	1,681	1,301	24.1	28.7	5.4
Lumber and construction materials	64	12	9	4,393	4,782	2,228	291	159	582	507	367	97.2	83.0	58.6
Machinery, equipment and supplies	64	84	63	29,031	24,636	24,898	2,675	1,879	3,156	2,726	2,033	16.6	42.4	55.2
Paper and its products	60	57	3	944	835	673	92	74	100	95	90	40.3	24.3	11.1
Plumbing and heating equipment & supplies	90	80	9	4,011	3,456	1,328	282	118	489	421	276	202.0	139.0	77.2
Tobacco and its products (except leaf)	75	66	3	869	860	712	82	76	53	50	38	22.1	7.9	39.5

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

STATE OF MICHIGAN

WHOLESALE DISTRIBUTION

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	287	42	15	\$ 52,680	\$32,343	61	\$4,020	\$1,833	46
Beer, wines and liquors	213	24	11	26,656	3,423	13	1,273	187	15
Chemicals and paints	52	9	17	8,167	2,040	25	954	253	27
Clothing and furnishings	64	6	9	7,183	870	12	395	44	11
Drugs (full line)	6	3	50	7,771	5,545	71	515	403	78
Dry goods (full and specialty lines)	33	7	21	10,047	3,498	35	658	279	42
Electrical goods	97	23	24	22,014	9,641	44	1,972	715	36
Farm supplies	44	4	9	5,748	256	4	1,081	21	2
Fruits and vegetables (fresh)	230	30	13	32,776	9,171	28	1,267	360	28
Furniture and house furnishings	51	9	18	4,792	2,171	45	453	189	42
Groceries (full line)	171	31	18	59,312	11,607	20	2,631	478	18
Groceries and foods (specialty lines)	499	52	10	47,850	9,218	19	3,003	720	24
Hardware	40	11	28	15,178	8,001	53	1,473	840	57
Lumber and construction materials	99	11	11	15,212	2,146	14	1,245	130	10
Machinery, equipment and supplies	266	48	18	31,735	11,676	37	3,604	1,299	36
Paper and its products	88	14	16	19,160	8,338	44	2,012	894	44
Plumbing and heating equipment and supplies	70	19	27	11,010	4,553	41	1,214	464	38
Tobacco and its products (except leaf)	133	12	9	39,593	3,512	9	920	94	10
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	39	18	46	100,153	50,087	50	3,819	1,608	42
Chemicals and paints	21	11	52	8,139	3,038	37	573	252	44
Electrical goods	19	14	74	24,506	21,642	88	910	860	95
Furniture and house furnishings	11	8	73	2,570	2,533	99	139	133	96
Groceries and foods (specialty lines)	117	55	47	62,904	47,261	75	2,765	2,001	72
Lumber and construction materials	14	9	64	18,462	2,228	12	412	159	39
Machinery, equipment and supplies	99	63	64	29,562	24,898	84	2,484	1,879	76
Paper and its products	5	3	60	1,185	673	57	125	74	59
Plumbing and heating equipment and supplies	10	9	90	1,667	1,328	80	160	118	74
Tobacco and its products (except leaf)	4	3	75	1,085	712	66	126	76	60

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MINNESOTA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QTR. 1937 To 1ST QTR. 1938	2ND QTR. 1937 To 2ND QTR. 1938
					1ST QTR.	2ND QTR.	3RD QTR.	4TH QTR.	1ST QTR.	2ND QTR.		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALESA												
Automotive	10	19	14	\$ 6,612	\$ 1,398	\$ 1,904	\$ 1,653	\$ 1,657	\$ 1,031	\$ 1,329	-26.3	-30.2
Beer, wines and liquors	13	15	24	4,611	812	1,151	1,447	1,201	906	1,178	+11.6	+ 2.3
Chemicals and paints	21	45	6	1,494	335	491	406	262	330	437	- 1.5	-11.0
Clothing and furnishings	10	8	6	665	168	159	182	156	145	153	-13.7	- 3.8
Drugs and drug sundries	10	69	3	7,548	1,834	1,870	1,899	1,945	1,785	1,761	- 2.7	- 5.8
Dry goods (full and specialty lines)	30	61	3	6,944	1,578	1,462	2,102	1,802	1,374	1,339	-12.9	- 8.4
Electrical goods	23	57	13	11,358	2,357	3,403	2,969	2,629	2,069	2,901	-12.2	-14.8
Farm supplies	15	50	5	8,251	3,085	2,397	1,648	1,121	2,413	1,540	-21.8	-35.8
Fruits and vegetables (fresh)	13	19	14	5,897	1,271	1,739	1,572	1,315	1,102	1,460	-13.3	-16.0
Furniture and house furnishings	15	46	3	1,221	247	390	336	248	230	323	- 6.9	-17.2
Groceries (full line)	41	52	25	31,411	7,271	7,501	9,068	7,571	6,728	7,404	- 7.5	- 1.3
Groceries and foods (specialty lines)	10	17	22	5,635	1,293	1,253	1,494	1,595	1,258	1,304	- 2.7	+ 4.1
Hardware	24	17	4	5,409	1,418	1,414	1,425	1,152	642	670	-54.7	-52.6
Jewelry and optical goods	25	44	6	1,190	219	255	320	396	213	245	- 2.7	- 3.9
Lumber and construction materials	21	55	13	19,339	4,971	5,922	5,197	3,249	3,657	3,671	-26.4	-38.0
Machinery, equipment and supplies	23	52	26	19,585	4,253	6,277	5,353	3,702	4,322	4,744	+ 1.6	-24.4
Paper and its products	18	20	9	3,246	805	853	788	800	603	618	-25.1	-27.6
Plumbing and heating equipment and supplies	19	57	6	3,500	640	889	1,108	863	472	696	-26.3	-21.7
Tobacco and its products (except leaf)	20	24	13	3,505	795	923	917	870	785	904	- 1.3	- 2.1
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	52	92	13	35,034	6,698	12,028	8,193	8,115	6,320	7,759	- 5.6	-35.5
Beer, wines and liquors	52	78	12	3,795	681	1,030	1,242	842	696	898	+ 2.2	-12.8
Chemicals and paints	89	91	8	3,891	736	1,014	1,310	831	580	622	-21.2	-38.7
Electrical goods	67	97	6	10,137	2,959	2,670	2,327	2,181	1,820	1,558	-38.5	-41.8
Farm supplies	100	100	3	376	104	89	104	79	78	67	-25.0	-24.7
Furniture and house furnishings	83	99	5	2,236	514	711	575	436	431	543	-16.1	-23.6
Groceries and foods (specialty lines)	56	80	39	54,108	13,568	13,389	14,193	12,958	12,003	12,141	-11.5	- 9.3
Jewelry and optical goods	100	100	3	508	119	131	142	116	105	97	-11.8	-26.0
Machinery, equipment and supplies	63	82	43	22,434	4,551	6,785	6,960	4,138	4,274	5,683	- 6.1	-16.2
Plumbing and heating equipment and supplies	43	33	3	1,363	203	273	421	466	129	219	-36.5	-19.8

+INCREASE

-DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MINNESOTA

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTAB. LISH- MENTS	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
			1937	1936	1935	1937	1935	1937	1936	1935				
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	10	19	14	\$ 6,612	\$ 6,008	\$ 4,744	\$ 514	\$ 407	\$ 896	\$ 799	\$ 701	39.4	26.3	27.8
Beer, wines and liquors	13	15	24	4,611	3,918	2,881	243	168	166	167	96	60.0	44.6	72.9
Chemicals and paints	21	45	6	1,494	1,383	1,121	193	152	196	171	195	33.3	27.0	0.5
Clothing and furnishings	10	8	6	665	647	587	58	49	172	127	123	13.3	18.4	39.8
Drugs and drug sundries	10	69	3	7,548	6,965	7,092	569	484	928	935	872	6.4	17.6	6.4
Dry goods (full and specialty lines)	30	61	3	6,944	6,622	6,396	725	658	1,049	902	885	8.6	10.2	18.5
Electrical goods	23	57	13	11,358	8,445	6,444	747	477	1,084	805	531	76.3	56.6	104.1
Farm supplies	15	50	5	8,251	6,669	6,495	911	723	1,378	1,472	2,214	27.0	26.0	-37.8
Fruits and vegetables (fresh)	13	19	14	5,897	5,627	4,938	242	180	122	137	99	19.4	34.4	23.2
Furniture and house furnishings	15	46	3	1,221	1,032	862	130	73	327	320	220	41.6	78.1	48.6
Groceries (full line)	41	52	25	31,411	30,046	26,821	1,678	1,441	3,820	4,257	3,327	17.1	16.4	14.8
Groceries and foods (specialty lines)	10	17	22	5,635	5,098	4,669	428	337	457	522	413	20.7	27.0	10.7
Hardware	24	17	4	5,409	5,061	4,430	401	348	787	811	736	22.1	15.2	6.9
Jewelry and optical goods	25	44	6	1,190	1,067	876	234	178	317	265	224	35.8	31.5	41.5
Lumber and construction materials	21	55	13	19,339	18,298	12,732	1,106	690	787	816	724	51.9	60.3	8.7
Machinery, equipment and supplies	23	52	26	19,585	13,962	11,916	1,448	1,123	2,236	2,399	2,029	64.4	28.9	10.2
Paper and its products	18	20	9	3,246	2,670	2,189	338	277	422	403	388	48.3	22.0	8.8
Plumbing and heating equipment and supplies	19	57	6	3,500	3,286	2,594	384	326	704	732	667	34.9	17.8	5.5
Tobacco and its products (except leaf)	20	24	13	3,505	3,362	3,062	75	50	217	225	149	14.5	50.0	45.6
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	52	92	13	35,034	33,647	28,037	974	760	1,820	1,423	1,275	25.0	28.2	42.7
Beer, wines and liquors	52	78	12	3,795	3,614	3,128	233	205	45	52	37	21.3	13.7	21.6
Chemicals and paints	89	91	8	3,891	3,244	2,512	207	192	286	227	166	54.9	7.8	72.3
Electrical goods	67	97	6	10,137	6,993	5,453	305	220	544	470	358	85.9	38.6	52.0
Farm supplies	100	100	3	376	391	x	19	x	30	27	x	--	--	--
Furniture & house furnishings	83	99	5	2,236	2,263	1,821	121	96	186	184	187	22.8	26.0	- 0.5
Groceries and foods (specialty lines)	56	80	39	54,108	51,775	44,284	1,979	1,624	1,234	1,354	1,196	22.2	21.9	3.2
Jewelry and optical goods	100	100	3	508	500	x	42	x	86	64	x	--	--	--
Machinery, equipment and supplies	63	82	43	22,434	17,912	14,985	2,054	1,537	5,686	6,080	3,708	49.7	33.6	53.3
Plumbing and heating equipment and supplies	43	33	3	1,363	1,297	927	159	95	61	55	27	47.0	67.4	125.9

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MINNESOTA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL.* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	134	14	10	\$25,259	\$ 4,744	19	\$2,431	\$ 407	17
Beer, wines and liquors	191	24	13	19,761	2,881	15	1,087	168	15
Chemicals and paints	29	6	21	2,464	1,121	45	298	152	51
Clothing and furnishings	58	6	10	7,428	587	8	422	49	12
Drugs and drug sundries	31	3	10	10,275	7,092	69	817	484	59
Dry goods (full and specialty lines)	10	3	30	10,415	6,396	61	969	658	68
Electrical goods	56	13	23	11,328	6,444	57	983	477	49
Farm supplies	34	5	15	13,101	6,495	50	1,009	723	72
Fruits and vegetables (fresh)	109	14	13	25,789	4,938	19	1,364	180	13
Furniture and house furnishings	20	3	15	1,888	862	46	217	73	34
Groceries (full line)	61	25	41	52,077	26,821	52	2,783	1,441	52
Groceries and foods (specialty lines)	230	22	10	27,467	4,669	17	1,944	337	17
Hardware	17	4	24	26,467	4,430	17	2,733	348	13
Jewelry and optical goods	24	6	25	1,979	876	44	367	178	49
Lumber and construction materials	61	13	21	23,017	12,732	55	1,341	690	51
Machinery, equipment and supplies	112	26	23	22,764	11,916	52	2,375	1,123	47
Paper and its products	50	9	18	11,115	2,189	20	1,331	277	21
Plumbing and heating equipment and supplies	31	6	19	4,581	2,594	57	590	326	55
Tobacco and its products (except leaf)	64	13	20	12,931	3,062	24	276	50	18
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	25	13	52	30,576	28,037	92	997	760	76
Beer, wines and liquors	23	12	52	4,032	3,128	78	316	205	65
Chemicals and paints	9	8	89	2,757	2,512	91	215	192	89
Electrical goods	9	6	67	5,647	5,453	97	247	220	89
Farm supplies	3	3	100	x	x	100	x	x	100
Furniture and house furnishings	6	5	83	1,829	1,821	99	100	96	96
Groceries and foods (specialty lines)	70	39	56	55,614	44,284	80	2,204	1,624	74
Jewelry and optical goods	3	3	100	x	x	100	x	x	100
Machinery, equipment and supplies	68	43	63	18,285	14,985	82	1,972	1,537	78
Plumbing and heating equipment and supplies	7	3	43	2,845	927	33	284	95	33

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

STATE OF MISSOURI

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALERS												
Automotive	16	33	35	\$ 9,618	\$2,164	\$2,569	\$2,507	\$2,378	\$1,551	\$1,698	-28.3	-33.9
Beer, wines and liquors	15	35	24	12,186	2,764	2,920	2,799	3,703	2,469	2,808	-10.7	- 3.8
Chemicals and paints	15	29	8	2,258	516	665	612	465	431	540	-16.5	-18.8
Clothing and furnishings	20	17	30	9,518	2,663	2,135	2,836	1,884	2,328	2,066	-12.6	- 3.2
Drugs (full line)	25	42	3	10,501	2,583	2,510	2,541	2,867	2,459	2,463	- 4.8	- 1.9
Dry goods (specialty lines)	21	48	6	1,655	494	496	356	309	317	296	-35.8	-40.3
Electrical goods	33	59	25	20,071	4,866	6,239	4,882	4,084	3,695	4,227	-24.1	-32.2
Farm supplies	9	21	9	4,637	1,937	1,083	805	812	1,074	592	-44.6	-45.3
Fruits and vegetables (fresh)	11	19	26	9,768	2,626	3,073	2,178	1,891	2,154	2,463	-18.0	-19.9
Furniture and house furnishings	23	56	11	6,732	1,431	1,970	1,731	1,600	1,309	1,766	- 8.5	-10.4
Groceries (full line)	27	36	31	24,155	5,811	5,865	6,486	5,993	5,333	5,461	- 8.2	- 6.9
Groceries and foods (specialty lines)	14	34	53	25,265	6,604	5,578	6,438	6,645	6,297	6,076	- 4.6	+ 8.9
Hardware	22	67	7	23,250	5,632	6,240	6,352	5,026	4,834	5,155	-14.2	-17.4
Jewelry and optical goods	23	16	8	730	147	162	206	215	145	143	- 1.4	-11.7
Lumber and construction materials	20	28	22	6,723	1,548	1,914	1,839	1,422	1,164	1,348	-24.8	-29.6
Machinery, equipment and supplies	22	44	50	14,535	3,685	3,971	3,737	3,142	2,696	2,856	-26.8	-28.1
Paper and its products	24	45	19	7,681	1,982	1,990	1,888	1,821	1,811	1,667	- 8.6	-16.2
Plumbing and heating equipment and supplies	27	41	12	4,566	905	1,293	1,304	1,064	683	881	-24.5	-31.9
Tobacco and its products (except leaf)	10	41	8	11,824	2,618	2,976	3,115	3,115	2,385	2,727	- 8.9	- 8.4
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	57	70	26	65,971	13,643	19,473	17,251	15,604	8,638	13,069	-36.7	-32.9
Chemicals and paints	79	59	22	13,376	3,116	3,445	3,759	3,056	2,840	2,597	- 8.9	-24.6
Clothing and furnishings	69	78	11	70,915	20,219	14,909	22,482	13,305	16,003	13,105	-20.9	-12.1
Drugs and drug sundries (specialty lines)	28	28	5	2,687	745	590	652	700	661	588	-11.3	+ 0.3
Electrical goods	64	92	16	29,734	7,365	8,484	7,876	6,009	6,657	6,428	- 9.6	-24.2
Furniture and house furnishings	57	72	8	3,012	765	940	726	581	585	617	-23.5	-34.4
Groceries and foods (specialty lines)	45	61	34	48,884	13,377	11,894	12,822	10,791	10,729	10,248	-19.8	-13.8
Jewelry and optical goods	83	99	5	1,323	316	332	376	299	293	257	- 7.3	-22.6
Lumber and construction materials	50	15	5	786	167	274	213	132	134	297	-19.8	+ 8.4
Machinery, equipment and supplies	56	54	68	40,152	8,115	13,421	12,864	5,752	7,165	10,685	-11.7	-20.4
Paper and its products	25	11	3	665	157	153	173	182	168	149	+ 7.0	- 2.6
Plumbing and heating equipment and supplies	50	70	8	4,742	948	1,165	1,419	1,210	699	880	-26.3	-24.5

+INCREASE — DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

STATE OF MISSOURI

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	16	33	35	\$ 9,618	\$ 9,783	\$ 7,559	\$ 1,006	\$ 868	\$ 1,617	\$ 1,333	\$1,123	27.2	15.9	44.0
Beer, wines and liquors	15	35	24	12,186	11,130	8,557	752	540	1,646	1,911	1,212	42.4	39.3	35.8
Chemicals and paints	15	29	8	2,258	1,947	1,868	234	170	231	223	208	20.9	37.6	11.1
Clothing and furnishings	20	17	30	9,518	9,739	8,541	917	754	1,029	944	701	11.4	21.6	46.8
Drugs (full line)	25	42	3	10,501	9,864	9,177	892	750	1,558	1,609	1,542	14.4	18.9	1.0
Dry goods (specialty lines)	21	48	6	1,655	1,674	1,466	143	125	276	327	262	12.9	14.4	5.3
Electrical goods	33	59	25	20,071	17,442	13,270	1,858	1,403	2,343	2,082	1,448	51.3	32.4	61.8
Farm supplies	9	21	9	4,637	4,850	3,934	277	211	842	865	441	17.9	31.3	90.9
Fruits and vegetables (fresh)	11	19	26	9,768	10,376	8,004	417	337	148	151	109	22.0	23.7	35.8
Furniture & house furnishings	23	56	11	6,732	6,480	5,746	841	635	1,420	1,240	1,211	17.2	32.4	17.3
Groceries (full line)	27	36	31	24,155	22,652	21,377	1,414	1,344	3,848	3,897	3,503	13.0	5.2	9.8
Groceries and foods (specialty lines)	14	34	53	25,265	23,770	22,177	1,814	1,495	1,953	2,328	1,903	13.9	21.3	2.6
Hardware	22	67	7	23,250	22,655	19,954	2,687	2,340	4,745	5,089	4,225	16.5	14.8	12.3
Jewelry and optical goods	23	16	8	730	661	504	141	95	180	172	132	44.8	48.4	36.4
Lumber and construction materials	20	28	22	6,723	6,636	5,163	916	772	958	925	747	30.2	18.7	28.2
Machinery, equipment and supplies	22	44	50	14,535	12,370	9,885	2,085	1,566	2,282	2,049	1,825	47.0	33.1	25.0
Paper and its products	24	45	19	7,681	6,896	6,389	632	541	843	662	677	20.2	16.8	24.5
Plumbing and heating equipment and supplies	27	41	12	4,566	3,869	2,903	469	327	607	558	522	57.3	43.4	16.3
Tobacco and its products (except leaf)	10	41	8	11,824	10,375	8,619	289	223	636	447	367	37.2	29.6	73.3
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	57	70	26	65,971	59,649	47,749	2,421	1,793	3,232	3,017	2,987	38.2	35.0	8.2
Chemicals and paints	79	59	22	13,376	11,429	8,315	1,055	767	952	866	806	60.9	37.5	18.1
Clothing and furnishings	69	78	11	70,915	67,811	65,728	4,456	4,214	19,717	14,676	9,247	7.9	5.7	113.2
Drugs and drug sundries (specialty lines)	28	28	5	2,687	2,551	2,436	349	321	378	322	369	10.3	8.7	2.4
Electrical goods	64	92	16	29,734	29,985	16,268	992	834	1,693	1,393	983	82.8	18.9	72.2
Furniture & house furnishings	57	72	8	3,012	3,007	2,398	166	130	241	220	238	25.6	27.7	1.3
Groceries and foods (specialty lines)	45	61	34	48,884	46,000	41,287	2,075	1,793	895	866	923	18.4	15.7	- 3.0
Jewelry and optical goods	83	99	5	1,323	1,257	1,064	284	247	322	264	237	24.3	15.0	35.9
Lumber and construction materials	50	15	5	786	733	596	58	53	82	75	56	31.9	9.4	46.4
Machinery, equipment and supplies	56	54	68	40,152	31,543	24,035	3,709	2,511	7,352	6,460	4,383	67.1	47.7	67.7
Paper and its products	25	11	3	665	558	550	90	82	86	73	49	20.9	9.8	75.5
Plumbing and heating equipment and supplies	50	70	8	4,742	4,075	2,839	465	325	424	340	253	67.0	43.1	67.6

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF MISSOURI

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	222	35	16	\$ 23,221	\$ 7,559	33	\$ 2,677	\$ 868	32
Beer, wines and liquors	160	24	15	24,334	8,557	35	1,339	540	40
Chemicals and paints	52	8	15	6,486	1,868	29	728	170	23
Clothing and furnishings	147	30	20	50,563	8,541	17	3,683	754	20
Drugs (full line)	12	3	25	22,080	9,177	42	1,344	750	56
Dry goods (specialty lines)	29	6	21	3,047	1,466	48	249	125	50
Electrical goods	76	25	33	22,433	13,270	59	2,262	1,403	62
Farm supplies	95	9	9	19,082	3,934	21	822	211	26
Fruits and vegetables (fresh)	236	26	11	42,141	8,004	19	1,930	337	17
Furniture and house furnishings	47	11	23	10,325	5,746	56	1,178	635	54
Groceries (full line)	116	31	27	59,657	21,377	36	3,428	1,344	39
Groceries and foods (specialty lines)	376	53	14	64,504	22,177	34	4,847	1,495	31
Hardware	32	7	22	29,976	19,954	67	3,774	2,340	62
Jewelry and optical goods	35	8	23	3,184	504	16	527	95	18
Lumber and construction materials	110	22	20	18,290	5,163	28	1,676	772	46
Machinery, equipment and supplies	227	50	22	22,577	9,885	44	3,294	1,566	48
Paper and its products	79	19	24	14,274	6,389	45	1,496	541	36
Plumbing & heating equipment & supplies	44	12	27	7,149	2,903	41	788	327	41
Tobacco and its products (except leaf)	84	8	10	20,989	8,619	41	737	223	30
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	46	26	57	67,782	47,749	70	2,626	1,793	68
Chemicals and paints	28	22	79	14,190	8,319	59	1,054	767	73
Clothing and furnishings	16	11	69	84,039	65,728	78	4,328	4,214	97
Drugs and drug sundries (specialty lines)	18	5	28	8,733	2,436	28	1,095	321	29
Electrical goods	25	16	64	17,687	16,268	92	911	834	92
Furniture and house furnishings	14	8	57	3,340	2,398	72	186	130	70
Groceries and foods (specialty lines)	76	34	45	67,819	41,287	61	3,078	1,793	58
Jewelry and optical goods	6	5	83	1,079	1,064	99	253	247	98
Lumber and construction materials	10	5	50	4,080	596	15	464	53	11
Machinery, equipment and supplies	122	68	56	44,826	24,035	54	4,514	2,511	56
Paper and its products	12	3	25	5,055	550	11	561	82	15
Plumbing & heating equipment & supplies	16	8	50	4,059	2,839	70	449	325	72

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF NEW JERSEY

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1938	2ND QR. 1937 To 1938
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	12	64	16	\$24,220	\$5,950	\$4,474	\$6,424	\$7,372	\$3,932	\$3,856	-33.9	-13.8
Beer, wines and liquors	17	22	25	13,747	2,616	3,380	3,621	4,130	2,447	3,711	- 6.5	+ 9.9
Chemicals and paints	19	11	9	1,292	280	341	341	330	242	252	-13.6	-26.1
Dry goods and apparel	17	26	9	1,599	391	366	312	330	239	240	-38.9	-34.4
Electrical goods	22	38	15	8,417	1,880	2,701	2,041	1,795	1,336	1,756	-28.9	-35.0
Farm supplies	11	11	3	979	235	280	252	211	212	218	-10.2	-22.1
Fruits and vegetables (fresh)	7	13	15	3,933	918	1,068	1,003	944	727	906	-20.8	-15.2
Groceries (full line)	41	37	13	12,813	3,154	3,077	3,300	3,282	2,951	2,880	- 6.4	- 6.4
Groceries and foods (specialty lines)	14	27	49	15,703	3,661	3,876	4,056	4,110	3,307	3,390	- 9.7	-12.5
Hardware	30	48	8	3,365	687	998	873	807	551	885	-19.8	-11.3
Jewelry and optical goods	33	32	3	270	69	66	70	65	59	63	-14.5	- 4.5
Lumber and construction materials	11	53	8	16,731	3,624	5,324	4,248	3,535	2,942	3,329	-18.8	-37.5
Machinery, equipment and supplies	14	28	21	3,302	824	938	783	757	645	717	-21.7	-23.6
Paper and its products	19	28	20	2,583	589	666	655	673	547	600	- 7.1	- 9.9
Plumbing and heating equipment and supplies	25	29	31	5,463	1,197	1,432	1,471	1,363	870	1,134	-27.3	-20.8
Tobacco and its products (except leaf)	19	42	16	17,655	3,386	4,590	5,167	4,512	3,726	4,735	+10.0	+ 3.2
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	63	62	12	9,479	2,490	2,775	2,084	2,130	1,405	1,893	-43.6	-31.8
Chemicals and paints	75	79	6	8,178	1,958	2,200	2,273	1,747	1,595	1,588	-18.5	-27.8
Groceries and foods (specialty lines)	73	85	61	65,320	15,543	16,121	16,910	16,746	14,479	14,771	- 6.8	- 8.4
Machinery, equipment and supplies	61	65	22	5,480	1,365	1,429	1,283	1,403	1,261	1,300	- 7.6	- 9.0
Plumbing and heating equipment and supplies	62	43	8	2,470	595	628	569	678	354	447	-35.5	-28.8
Tobacco and its products (except leaf)	60	41	3	1,416	260	373	371	412	270	366	+ 3.8	- 1.9
COMMISSION MERCHANTS												
Fruits and vegetables (fresh)	1/	1/	3	953	261	292	234	166	205	244	-21.5	-16.4

+ INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF NEW JERSEY

TABLE 2.-- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	12	64	16	\$24,220	\$20,288	\$16,607	\$ 695	\$ 614	\$1,496	\$1,574	\$1,927	45.8	13.2	- 22.4
Beer, wines and liquors	17	22	25	13,747	9,861	6,756	768	481	1,058	859	438	103.5	59.7	141.6
Chemicals and paints	19	11	9	1,292	1,164	871	87	61	100	109	74	48.3	42.6	35.1
Dry goods and apparel	17	26	9	1,399	1,279	1,033	112	85	206	164	149	35.4	31.8	38.3
Electrical goods	22	38	15	8,417	6,444	5,950	713	535	810	579	480	41.5	33.3	68.8
Farm supplies	11	11	3	979	794	599	43	30	38	33	30	63.4	43.3	26.7
Fruits and vegetables (fresh)	7	13	15	3,933	3,742	3,186	166	126	82	80	24	23.4	31.7	241.7
Groceries (full line)	41	37	13	12,813	11,340	10,876	565	501	1,303	1,275	1,180	17.8	12.8	10.4
Groceries and foods (specialty lines)	14	27	49	15,703	14,259	12,974	954	814	569	639	467	21.0	17.2	21.8
Hardware	30	48	8	3,365	2,043	2,407	530	278	565	591	435	39.8	90.6	29.9
Jewelry and optical goods	33	32	3	270	224	194	73	59	30	29	29	39.2	23.7	3.4
Lumber and construction materials	11	53	8	16,731	14,896	10,332	505	459	278	259	220	61.9	10.0	26.4
Machinery, equipment and supplies	14	28	21	3,302	2,992	2,507	471	375	539	480	475	31.7	25.6	13.5
Paper and its products	19	28	20	2,583	2,390	2,212	354	267	410	319	316	16.8	32.6	29.7
Plumbing and heating equipment and supplies	25	29	31	5,463	5,130	3,936	529	408	944	953	860	38.8	29.7	9.8
Tobacco and its products (except leaf)	19	42	16	17,655	15,615	14,354	629	498	457	427	271	23.0	26.3	68.6
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	63	62	12	9,479	8,442	6,307	759	593	948	788	555	50.3	28.0	70.8
Chemicals and paints	75	79	6	8,178	7,241	6,370	441	332	772	600	515	28.4	32.8	49.9
Groceries and foods (specialty lines)	73	85	61	65,320	62,638	63,306	2,595	2,189	1,214	1,300	1,317	3.2	18.5	- 7.8
Machinery, equipment and supplies	61	65	22	5,480	4,823	3,516	1,035	709	451	428	429	55.9	46.0	5.1
Plumbing and heating equipment and supplies	62	43	8	2,470	2,249	1,738	148	110	293	285	236	42.1	34.5	24.2
Tobacco and its products (except leaf)	60	41	3	1,416	1,262	1,177	89	71	28	27	18	20.3	25.4	55.6
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	3	953	995	737	38	32	12	12	11	29.3	18.8	9.1

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF NEW JERSEY

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	130	16	12	\$25,948	\$16,607	64	\$1,785	\$ 614	34
Beer, wines and liquors	148	25	17	31,094	6,756	22	2,430	481	20
Chemicals and paints	47	9	19	7,907	871	11	608	61	10
Dry goods and apparel	54	9	17	3,942	1,033	26	383	85	22
Electrical goods	67	15	22	15,559	5,950	38	1,524	535	35
Farm supplies	28	3	11	5,550	599	11	380	30	8
Fruits and vegetables (fresh)	202	15	7	23,700	3,186	13	1,125	126	11
Groceries (full line)	32	13	41	29,341	10,876	37	1,389	501	36
Groceries and foods (specialty lines)	340	49	14	47,465	12,974	27	3,008	814	27
Hardware	27	8	30	5,043	2,407	48	532	278	52
Jewelry and optical goods	9	3	33	601	194	32	126	59	47
Lumber and construction materials	70	8	11	19,544	10,332	53	1,412	459	33
Machinery, equipment and supplies	152	21	14	8,897	2,507	28	1,328	375	28
Paper and its products	105	20	19	7,931	2,212	28	1,016	267	26
Plumbing and heating equipment and supplies	123	31	25	13,384	3,936	29	1,322	408	31
Tobacco and its products (except leaf)	83	16	19	33,884	14,354	42	991	498	50
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	19	12	63	10,131	6,307	62	966	593	61
Chemicals and paints	8	6	75	8,077	6,370	79	372	332	89
Groceries and foods (specialty lines)	83	61	73	74,704	63,306	85	2,979	2,189	73
Machinery, equipment and supplies	36	22	61	5,382	3,516	65	919	709	77
Plumbing and heating equipment and supplies	13	8	62	4,087	1,738	43	508	110	22
Tobacco and its products (except leaf)	5	3	60	2,889	1,177	41	170	71	42
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	3	--	x	737	--	x	32	--

* Pay roll includes compensation of full time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF NEW YORK

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938				1ST Q. 1937 To 1938	2ND Q. 1937 To 1938
					1ST Q. Jan. 1 Mar. 31	2ND Q. April 1 June 30	3RD Q. July 1 Sept. 30	4TH Q. Oct. 1 Dec. 31	1ST Q. Jan. 1 Mar. 31	2ND Q. April 1 June 30	1ST Q. 1938	2ND Q. 1938		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	18	43	94	\$ 76,593	\$ 17,514	\$ 23,262	\$ 16,942	\$ 18,875	\$ 17,407	\$ 15,139	- 0.6	-34.9		
Beer, wines and liquors	17	28	82	62,729	13,377	14,004	14,452	20,896	12,315	14,090	- 7.9	+ 0.6		
Chemicals and paints	23	27	76	44,526	11,273	11,911	11,231	10,111	8,783	8,775	-22.1	-26.3		
Clothing and furnishings	14	21	252	88,416	20,546	21,105	24,680	22,085	17,844	17,200	-13.2	-18.5		
Drugs (full line)	64	75	14	25,760	6,556	6,419	6,327	6,458	5,554	5,553	-15.3	-13.5		
Drugs and drug sundries (specialty lines)	17	44	72	28,937	7,151	6,756	6,589	8,441	6,219	6,378	-13.0	- 5.6		
Dry goods (full line)	19	11	6	3,328	686	767	862	1,013	576	660	-16.0	-14.0		
Dry goods (specialty lines)	20	33	480	243,931	75,714	57,280	60,521	50,416	55,230	43,664	-27.1	-23.4		
Electrical goods	19	32	94	48,734	10,728	14,047	12,324	11,635	8,457	9,600	-21.2	-31.7		
Farm supplies	16	22	15	10,425	3,339	2,532	1,926	2,628	2,789	1,882	-16.5	-25.7		
Fruits and vegetables (fresh)	13	27	120	61,956	14,698	18,397	15,149	13,712	12,725	15,686	-13.4	-14.7		
Furniture and house furnishings	23	44	204	62,410	15,009	14,198	16,367	16,836	11,694	10,531	-22.1	-25.8		
General merchandise	38	2	16	5,395	1,162	1,373	1,433	1,427	1,035	1,041	-10.9	-24.2		
Groceries (full line)	30	42	48	87,992	21,214	23,072	21,793	21,913	19,469	19,684	- 8.2	-14.7		
Groceries and foods (specialty lines)	21	39	376	204,223	51,978	51,832	49,422	50,991	44,451	41,626	-14.5	-19.7		
Hardware	27	46	67	28,864	7,082	7,968	7,092	6,722	5,632	6,393	-20.5	-19.8		
Jewelry and optical goods	19	30	178	42,188	10,440	9,949	10,419	11,380	6,252	6,085	-40.1	-38.8		
Lumber and construction materials	21	29	89	30,187	7,268	8,422	7,932	6,565	5,089	5,879	-30.0	-30.2		
Machinery, equipment and supplies	22	36	301	70,142	17,561	18,655	16,962	16,964	15,196	15,066	-13.5	-19.2		
Paper and its products	20	32	162	48,268	12,480	12,659	11,795	11,334	10,302	9,723	-17.5	-23.2		
Plumbing and heating equipment and supplies	24	33	90	25,350	5,421	6,703	7,008	6,218	4,064	4,792	-25.0	-28.5		
Tobacco and its products (except leaf)	11	23	34	40,926	8,339	10,303	11,076	11,208	9,494	11,052	+13.9	+ 7.3		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	62	83	58	172,269	35,014	53,760	40,130	43,365	26,012	31,702	-25.7	-41.0		
Beer, wines and liquors	35	52	19	55,517	10,410	12,587	13,814	18,706	9,044	10,666	-13.1	-15.3		
Chemicals and paints	43	36	33	53,722	13,437	15,361	13,888	11,036	9,509	9,051	-29.2	-41.1		
Clothing and furnishings	16	25	24	38,043	8,957	9,301	9,070	10,715	7,206	7,418	-19.5	-20.2		
Drugs and drug sundries (specialty lines)	22	35	15	28,459	8,318	7,056	6,461	6,624	7,213	6,071	-13.3	-14.0		
Dry goods (specialty lines)	15	13	15	19,717	5,843	4,633	4,987	4,254	3,977	2,876	-31.9	-37.9		
Electrical goods	49	89	26	75,981	19,938	21,539	16,925	17,579	17,782	16,953	-10.8	-21.3		
Furniture and house furnishings	36	25	15	6,459	1,466	1,717	1,643	1,633	1,225	1,312	-16.4	-23.6		
Groceries and foods (specialty lines)	67	76	207	321,441	79,695	77,834	82,842	81,070	71,966	70,186	- 9.7	- 9.8		
Hardware	43	39	6	1,673	411	408	466	388	341	318	-17.0	-22.1		
Jewelry and optical goods	48	14	19	18,547	4,461	4,841	5,275	3,970	3,392	3,206	-24.0	-33.8		
Lumber and construction materials	33	50	12	8,874	1,814	2,566	2,577	1,917	1,534	1,752	-15.4	-31.7		
Machinery, equipment and supplies	52	56	166	97,890	23,869	28,199	24,595	21,227	19,599	21,214	-17.9	-24.8		
Paper and its products	22	29	8	29,036	7,536	7,836	7,513	6,151	6,319	5,803	-16.2	-25.9		
Plumbing and heating equipment and supplies	57	57	33	15,991	3,301	4,552	4,317	3,821	2,445	3,244	-25.9	-28.7		
Tobacco and its products (except leaf)	47	55	8	163,859	36,317	41,262	44,899	41,381	36,858	41,084	+ 1.5	- 0.4		
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	21	18,085	5,155	5,813	3,088	4,029	4,475	4,667	-13.2	-19.7		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

STATE OF NEW YORK

TABLE 2.-- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS	NET SALES		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
	%	%												
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	18	43	94	76,593	66,959	45,207	5,919	4,039	7,464	5,407	3,644	69.4	46.5	104.6
Beer, wines and liquore	17	28	82	62,729	52,913	34,453	3,701	2,186	7,194	6,445	5,708	82.1	69.3	26.0
Chemicals and painte	23	27	76	44,526	39,466	33,177	3,051	2,435	4,261	3,523	3,636	34.2	25.3	17.2
Clothing and furniehings	14	21	252	88,416	84,592	72,570	6,432	5,083	8,684	8,322	7,177	21.8	26.5	21.0
Drugs (full line)	64	75	14	25,760	23,937	22,862	1,539	1,462	3,615	3,443	3,213	12.7	5.3	12.5
Drugs and drug eundriee (specialty lines)	17	44	72	28,937	23,481	23,160	2,981	1,765	2,324	2,026	2,517	24.9	68.9	7.7
Dry goods (full line)	19	11	6	3,328	3,222	2,832	377	292	620	577	607	17.5	29.1	2.1
Dry goods (specialty lines)	20	33	460	243,931	232,128	203,951	16,981	12,984	41,312	39,013	37,860	19.6	30.8	9.1
Electrical goode	19	32	94	48,734	41,645	31,398	4,736	3,196	4,923	4,519	3,332	55.2	48.2	47.7
FaAm supplies	16	22	15	10,425	8,730	8,118	485	384	977	794	685	28.4	26.3	42.6
Fruits and vegetablee (fresh)	13	27	120	61,956	58,058	52,000	2,775	2,249	1,905	2,158	1,780	19.1	23.4	7.0
Furniture and house furnishings	23	44	204	62,410	57,512	48,175	5,799	4,362	12,077	10,816	10,068	29.5	32.9	20.0
General merchandise	38	2	16	5,395	4,784	3,925	429	358	760	705	741	37.5	19.8	2.6
Groceries (full line)	30	42	48	87,992	80,480	76,939	6,773	5,600	11,594	11,776	10,269	14.4	20.9	12.9
Groceries and foods (specialty lines)	21	39	376	204,223	179,067	160,489	9,878	8,461	14,900	14,297	12,246	27.3	16.5	21.7
Hardware	27	46	67	28,864	25,952	21,949	3,547	2,820	5,778	5,314	4,677	31.5	25.8	23.5
Jewelry and optical goods	19	30	178	42,188	37,459	27,374	3,592	2,443	11,782	10,228	9,415	54.1	47.0	25.1
Lumber and construction materials	21	29	89	30,187	26,140	19,881	3,415	2,386	4,782	4,099	4,194	51.8	43.1	14.0
Machinery, equipment and supplies	22	36	301	70,142	61,403	51,812	9,080	6,879	11,561	10,486	9,530	35.4	32.0	21.3
Paper and its products	20	32	162	48,268	42,143	37,442	4,641	3,955	5,210	5,305	4,583	28.9	17.3	13.7
Plumbing and heating equipment and suppliss	24	33	90	25,350	22,879	17,894	2,560	1,997	4,534	4,334	3,890	41.7	28.2	16.6
Tobacco and its producte (saxcept leaf)	11	23	34	40,926	34,784	31,863	1,395	1,219	1,989	1,568	1,387	28.4	14.4	43.4
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	62	83	58	172,269	156,486	121,126	5,032	4,021	7,809	5,709	5,774	42.2	25.1	35.2
Beer, wines and liquore	35	52	19	55,517	53,464	52,097	2,127	1,768	1,744	3,579	2,332	6.6	20.3	25.2
Chemicals and paints	43	36	33	53,722	49,302	41,678	3,638	3,190	2,745	2,334	2,365	28.9	14.0	16.1
Clothing and furnishings	16	25	24	38,043	36,452	29,302	2,836	2,190	5,958	5,049	3,606	29.8	29.5	65.2
Drugs and drug sundriee (specialty lines)	22	35	15	28,459	25,358	22,390	2,469	1,914	2,952	2,367	2,070	27.1	29.0	42.6
Dry goods (specialty lines)	15	13	15	19,717	20,289	18,639	1,652	1,418	4,204	3,708	3,481	5.8	16.5	20.8
Electrical goods	49	89	26	75,981	57,610	52,195	3,010	2,550	3,808	3,276	2,298	45.6	18.0	65.7
Furniture and house furnishings	36	25	15	6,459	5,544	4,577	714	489	371	309	255	41.1	46.0	45.5
Groceries and foods (specialty lines)	67	76	207	321,441	310,175	294,308	11,167	9,319	7,558	8,129	7,212	9.2	19.8	4.8
Hardware	43	39	6	1,673	1,392	1,276	139	128	194	189	187	31.1	8.6	3.7
Jewelry and optical goods	48	14	19	18,547	14,246	9,221	1,008	718	2,220	1,860	1,688	101.1	40.4	31.5
Lumber and construction materials	33	50	12	8,874	7,812	5,154	1,037	546	1,659	1,003	1,119	72.2	89.9	48.3
Machinery, equipment and supplies	52	56	166	97,890	84,640	69,701	12,766	9,318	10,376	9,245	7,655	40.4	37.0	35.5
Paper and its products	22	29	8	29,036	25,055	21,466	1,007	762	452	377	323	35.3	32.2	39.9
Plumbing and heating equipment and suppliee	57	57	33	15,991	14,407	11,451	1,574	1,183	2,479	2,302	2,130	39.6	33.1	16.4
Tobacco and its products (except leaf)	47	55	8	163,859	157,990	146,878	1,562	1,289	2,594	2,404	2,018	11.6	21.2	28.5
COMMISSION MERCHANTS														
Fruite and vegetablee (fresh)	1/	1/	21	18,085	17,836	18,284	580	573	102	96	84	-1.1	1.2	21.4
- DECREASE * Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification. ** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses. 1/ 1935 Figures not available for determining percent sample.														

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF NEW YORK

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	519	94	18	\$105,825	\$ 45,207	43	\$10,055	\$ 4,039	40
Beer, wines and liquors	471	82	17	125,082	34,453	28	8,746	2,186	25
Chemicals and paints	337	76	23	123,451	33,177	27	7,453	2,435	33
Clothing and furnishings	1,773	252	14	348,002	72,570	21	24,230	5,083	21
Drugs (full line)	22	14	64	30,342	22,862	75	1,964	1,462	74
Drugs and drug sundries (specialty lines)	412	72	17	53,204	23,160	44	5,636	1,765	31
Dry goods (full line)	32	6	19	26,421	2,832	11	1,954	292	15
Dry goods (specialty lines)	2,371	480	20	617,954	203,951	33	36,475	12,984	36
Electrical goods	490	94	19	97,227	31,398	32	9,884	3,196	32
Farm supplies	92	15	16	36,572	8,118	22	1,860	384	21
Fruits and vegetables (fresh)	921	120	13	192,249	52,000	27	8,598	2,249	26
Furniture and house furnishings	875	204	23	108,543	48,175	44	10,416	4,362	42
General merchandise	42	16	38	217,193	3,925	2	3,393	358	11
Groceries (full line)	158	48	30	182,674	76,939	42	10,583	5,600	53
Groceries and foods (specialty lines)	1,796	376	21	407,661	160,489	39	23,293	8,481	36
Hardware	249	67	27	47,840	21,949	46	5,805	2,820	49
Jewelry and optical goods	922	178	19	92,241	27,374	30	7,940	2,443	31
Lumber and construction materials	430	89	21	68,504	19,881	29	7,904	2,386	30
Machinery, equipment and supplies	1,391	301	22	142,562	51,812	36	18,368	6,879	37
Paper and its products	791	162	20	118,370	37,442	32	11,565	3,955	34
Plumbing and heating equipment and supplies	382	90	24	53,613	17,894	33	6,006	1,997	33
Tobacco and its products (except leaf)	318	34	11	139,619	31,863	23	3,592	1,219	34
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	94	58	62	146,543	121,126	83	5,329	4,021	75
Beer, wines and liquors	54	19	35	100,831	52,097	52	4,344	1,768	41
Chemicals and paints	76	33	43	115,912	41,678	36	7,297	3,190	44
Clothing and furnishings	154	24	16	116,513	29,302	25	7,145	2,190	31
Drugs and drug sundries (specialty lines)	69	15	22	64,280	22,390	35	6,704	1,914	29
Dry goods (specialty lines)	97	15	15	140,130	18,639	13	8,258	1,418	17
Electrical goods	53	26	49	58,730	52,195	89	3,370	2,550	76
Furniture and house furnishings	42	15	36	18,114	4,577	25	1,438	489	34
Groceries and foods (specialty lines)	309	207	67	386,100	294,308	76	14,292	9,319	65
Hardware	14	6	43	3,312	1,276	39	382	128	34
Jewelry and optical goods	40	19	48	63,726	9,221	14	1,583	718	45
Lumber and construction materials	36	12	33	10,323	5,154	50	1,154	546	47
Machinery, equipment and supplies	317	166	52	124,805	69,701	56	17,907	9,318	52
Paper and its products	37	8	22	74,404	21,466	29	3,322	762	23
Plumbing and heating equipment and supplies	58	33	57	20,014	11,451	57	2,079	1,183	57
Tobacco and its products (except leaf)	17	8	47	266,835	146,878	55	4,199	1,289	31

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.
 x 1935 Figures withheld to avoid disclosure.

STATE OF NORTH CAROLINA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET * SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30	3RD QR. July 1 Sept. 30	4TH QR. Oct. 1 Dec. 31	1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	8	10	8	\$1,343	\$ 271	\$ 376	\$ 354	\$ 342	\$ 255	\$ 299	- 5.9	-20.5
Drugs (full line)	75	86	6	4,451	1,095	1,090	1,146	1,120	1,078	1,029	- 1.6	- 5.6
Dry goods and apparel	18	32	6	1,807	477	408	463	459	406	308	-14.9	-24.5
Electrical goods	42	52	13	6,010	1,363	1,898	1,544	1,205	1,034	1,164	-24.1	-38.7
Farm supplies	13	11	6	585	156	178	129	122	123	136	-21.2	-23.6
Fruits and vegetables (fresh)	21	42	16	5,109	1,209	1,452	1,106	1,342	1,070	1,169	-11.5	-19.5
Groceries (full line)	16	16	26	7,427	1,802	1,885	1,940	1,800	1,615	1,694	-10.4	-10.1
Groceries and foods (specialty lines)	8	17	20	5,044	1,124	1,250	1,351	1,319	1,217	1,276	+ 8.3	+ 2.1
Hardware	13	15	3	1,457	459	343	344	311	372	262	-19.0	-23.6
Jewelry and optical goods	100	100	3	173	41	42	48	42	39	40	- 4.9	- 4.8
Lumber and construction materials	17	38	11	4,268	1,118	1,288	1,087	775	640	647	-42.8	-49.8
Machinery, equipment and supplies	12	34	8	3,339	874	968	823	674	595	583	-31.9	-39.8
Paper and its products	32	47	6	2,142	601	582	504	455	475	434	-21.0	-25.4
Plumbing and heating equipment and supplies	44	36	7	1,642	309	450	431	452	292	391	- 5.5	-13.1
Tobacco and its products (except leaf)	11	18	3	1,369	324	350	359	336	299	345	- 7.7	- 1.4
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	59	49	10	26,150	7,776	7,953	5,468	4,953	3,973	4,203	-48.9	-47.2
Farm supplies	33	67	3	2,437	996	1,251	77	113	904	1,081	- 9.2	-13.6
Furniture and house furnishings	75	96	3	809	187	184	247	191	161	125	-13.9	-32.1
Groceries and foods (specialty lines)	76	98	52	29,525	6,271	7,102	8,283	7,869	5,924	6,470	- 5.5	- 8.9
Jewelry and optical goods	100	100	4	328	81	75	92	80	71	69	-12.3	- 8.0
Machinery, equipment and supplies	55	92	17	6,436	1,507	2,167	1,390	1,372	1,196	1,522	-20.6	-29.8

+INCREASE — DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF NORTH CAROLINA

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTAB- LISH- MENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	8	10	8	\$ 1,343	\$ 1,223	\$ 1,044	\$ 174	\$ 141	\$ 246	\$ 201	\$ 182	28.6	23.4	35.2
Drugs (full line)	75	86	6	4,451	4,140	3,717	370	300	786	768	796	19.7	23.3	1.2
Dry goods and apparel	18	32	6	1,807	1,802	1,739	200	187	313	308	283	3.9	7.0	10.6
Electrical goods	42	52	13	6,010	4,853	3,747	346	212	709	485	312	60.4	63.2	127.2
Farm supplies	13	11	6	585	540	419	27	19	31	36	28	39.6	42.1	10.7
Fruits and vegetables (fresh)	21	42	16	5,109	5,184	4,300	292	252	131	147	160	18.8	15.9	18.1
Groceries (full line)	16	16	26	7,427	6,930	6,664	309	279	814	797	647	11.4	10.8	25.8
Groceries and foods (specialty lines)	8	17	20	5,044	4,702	4,089	222	186	337	273	230	23.4	19.4	45.5
Hardware	13	15	3	1,457	1,342	1,155	110	85	383	373	227	26.1	29.4	68.7
Jewelry and optical goods	100	100	3	175	163	154	30	25	25	23	15	12.3	20.0	66.7
Lumber and construction materials	17	38	11	4,268	3,699	2,626	209	149	119	94	100	62.5	40.3	19.0
Machinery, equipment and supplies	12	34	8	3,339	3,268	2,270	304	204	597	509	433	47.1	49.0	37.9
Paper and its products	32	47	6	2,142	1,876	1,464	179	142	317	266	250	46.3	26.1	26.8
Plumbing and heating equipment and supplies	44	36	7	1,642	1,385	950	136	73	263	231	116	72.8	86.3	126.7
Tobacco and its products (except leaf)	11	18	3	1,369	1,354	1,145	50	37	58	63	48	19.6	35.1	20.6
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	59	49	10	26,150	18,680	13,468	664	480	1,061	710	761	94.2	38.3	39.4
Farm supplies	33	67	3	2,437	1,723	2,294	201	132	313	225	210	6.2	52.3	49.0
Furniture and house furnishings	75	96	3	809	748	579	28	15	46	27	33	39.7	86.7	39.4
Groceries and foods (specialty lines)	76	98	52	29,525	27,309	25,421	1,216	931	1,255	1,464	1,107	16.1	30.6	13.4
Jewelry and optical goods	100	100	4	328	279	261	58	52	36	28	21	25.7	11.5	71.4
Machinery, equipment and supplies	55	92	17	6,436	5,492	5,599	460	426	1,001	910	591	14.9	8.0	69.4

— DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF NORTH CAROLINA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL.* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	95	8	8	\$10,649	\$ 1,044	10	\$1,032	\$141	14
Drugs (full line)	8	6	75	4,346	3,717	86	364	300	82
Dry goods and apparel	33	6	18	5,412	1,739	32	403	187	46
Electrical goods	31	13	42	7,153	3,747	52	445	212	48
Farm supplies	45	6	13	3,984	419	11	184	19	10
Fruits and vegetables (fresh)	77	16	21	10,121	4,300	42	683	252	37
Groceries (full line)	162	26	16	40,763	6,664	16	1,568	279	18
Groceries and foods (specialty lines)	256	20	8	24,545	4,089	17	1,106	186	17
Hardware	24	3	13	7,787	1,155	15	652	85	13
Jewelry and optical goods	3	3	100	154	154	100	25	25	100
Lumber and construction materials	65	11	17	6,998	2,626	38	458	149	33
Machinery, equipment and supplies	67	8	12	6,689	2,270	34	761	204	27
Paper and its products	19	6	32	3,107	1,464	47	290	142	49
Plumbing and heating equipment and supplies	16	7	44	2,622	950	36	202	73	36
Tobacco and its products (except leaf)	28	3	11	6,251	1,145	18	207	37	18
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	17	10	59	27,303	13,468	49	758	480	63
Farm supplies	9	3	33	3,408	2,294	67	192	132	69
Furniture and house furnishings	4	3	75	605	579	96	18	15	83
Groceries and foods (specialty lines)	68	52	76	25,858	25,421	98	983	931	95
Jewelry and optical goods	4	4	100	261	261	100	52	52	100
Machinery, equipment and supplies	31	17	55	6,062	5,599	92	524	426	81

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF OHIO

TABLE 1.--NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938		
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALESALE														
Automotive	20	30	81	\$22,290	\$ 5,581	\$ 6,512	\$ 5,313	\$ 4,884	\$ 2,792	\$ 3,113	-50.0	-52.2		
Beer, wines and liquors	25	30	41	7,950	1,499	2,230	2,536	1,685	1,258	1,657	-16.1	-25.7		
Chemicals and paints	18	37	18	7,078	1,708	2,176	1,837	1,357	1,054	1,347	-38.3	-38.1		
Clothing and furnishings	19	30	30	7,483	1,714	1,762	2,111	1,896	1,657	1,637	- 3.3	- 7.1		
Drugs (full line)	69	74	11	15,280	3,828	3,628	3,881	3,943	3,475	3,274	- 9.2	- 9.8		
Drugs and drug sundries (specialty lines)	14	24	11	1,281	354	298	328	301	302	278	-14.7	- 6.7		
Dry goods (full line)	21	28	3	2,627	658	608	710	651	513	525	-22.0	-13.7		
Dry goods (specialty lines)	18	37	11	1,720	435	446	445	394	351	351	-19.3	-21.3		
Electrical goods	32	69	53	62,458	16,379	21,803	13,345	10,931	10,515	10,601	-35.8	-51.4		
Farm supplies	25	63	13	15,091	3,568	4,436	4,312	2,775	3,472	3,468	- 2.7	-21.8		
Fruits and vegetables (fresh)	20	35	67	23,529	5,502	7,387	5,688	4,952	4,890	6,469	-11.1	-12.4		
Furniture and house furnishings	13	36	10	5,392	1,391	1,597	1,295	1,109	1,054	1,117	-24.2	-30.1		
General merchandise	43	25	3	961	183	278	221	221	149	224	-18.6	-19.4		
Groceries (full line)	16	32	30	35,372	8,194	8,943	9,315	8,920	7,433	7,744	- 9.3	-13.4		
Groceries and foods (specialty lines)	16	36	126	36,301	8,634	9,115	9,844	8,708	7,817	7,974	- 9.5	-12.5		
Hardware	22	39	10	15,654	3,612	4,329	3,977	3,736	2,518	3,090	-30.3	-28.6		
Jewelry and optical goods	19	23	13	2,226	451	490	613	672	419	390	- 7.1	-20.4		
Lumber and construction materials	31	33	65	16,374	3,794	4,767	4,447	3,366	2,626	3,197	-30.8	-32.9		
Machinery, equipment and supplies	21	37	93	22,025	5,499	6,099	5,647	4,780	3,547	3,517	-35.5	-42.3		
Paper and its products	21	51	26	18,201	4,731	5,106	4,366	3,998	3,857	3,552	-18.5	-30.4		
Plumbing & heating equipment and supplies	29	40	32	9,248	2,039	2,278	2,615	2,316	1,400	1,708	-31.3	-25.0		
Tobacco and its products (except leaf)	14	15	17	8,443	1,878	2,241	2,227	2,097	1,709	1,989	- 9.0	-11.2		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	54	74	33	102,337	24,587	33,849	23,474	20,427	10,745	11,776	-56.3	-65.2		
Beer, wines and liquors	35	58	7	6,203	1,096	1,454	1,619	2,034	1,025	1,414	- 6.5	- 2.8		
Chemicals and paints	70	93	31	23,133	5,750	5,866	6,475	5,042	3,613	4,272	-37.2	-27.2		
Clothing and furnishings	60	33	3	802	193	144	224	241	90	111	-53.4	-22.9		
Dry goods (specialty lines)	38	34	3	562	182	137	150	93	90	83	-50.6	-39.4		
Electrical goods	60	93	18	46,317	15,377	11,542	10,150	9,248	7,467	7,501	-51.4	-35.0		
Furniture and house furnishinge	67	78	16	6,020	1,588	1,982	1,489	961	990	1,068	-37.7	-46.1		
Groceries and foods (specialty lines)	43	74	56	68,634	18,897	16,757	16,904	16,076	15,772	15,171	-16.5	- 9.5		
Jewelry and optical goods	100	100	11	1,110	279	284	312	235	223	209	-20.1	-26.4		
Lumber and construction materials	39	17	14	4,490	959	1,223	1,458	850	624	942	-34.9	-23.0		
Machinery, equipment and supplies	62	71	108	58,615	14,504	17,685	14,923	11,503	10,370	10,337	-28.5	-41.6		
Plumbing & heating equipment & supplies	54	70	7	6,105	1,354	1,425	1,677	1,649	741	884	-45.3	-38.0		
COMMISSION MERCHANTS														
Fruite and vegetablee (fresh)	1/	1/	12	7,320	1,843	2,408	1,530	1,539	1,527	1,909	-17.1	-20.7		

— DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

FOR IDENTICAL ESTABLISHMENTS

1/ 193S Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF OHIO

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	403	81	20	\$54,614	\$16,217	30	\$4,947	\$1,658	34
Beer, wines and liquors	167	41	25	18,464	5,530	30	1,304	403	31
Chemicals and paints	101	18	18	12,899	4,797	37	1,360	402	30
Clothing and furnishings	162	30	19	23,821	7,125	30	1,916	800	42
Drugs (full line)	16	11	69	16,317	12,004	74	1,270	849	67
Drugs and drug sundries (specialty lines)	76	11	14	4,269	1,039	24	600	92	15
Dry goods (full line)	14	3	21	8,142	2,290	28	707	186	26
Dry goods (specialty lines)	62	11	18	3,407	1,275	37	295	134	45
Electrical goods	166	53	32	49,255	34,183	69	4,636	2,823	61
Farm supplies	51	13	25	14,502	9,152	63	777	382	49
Fruits and vegetables (fresh)	342	67	20	48,574	17,156	35	1,964	756	38
Furniture and house furnishings	78	10	13	8,973	3,223	36	672	150	22
General merchandise	7	3	43	2,903	716	25	336	81	24
Groceries (full line)	187	30	16	95,428	30,995	32	5,336	1,692	35
Groceries and foods (specialty lines)	812	126	16	85,000	30,947	36	6,461	2,554	40
Hardware	45	10	22	27,095	10,687	39	3,239	1,353	42
Jewelry and optical goods	68	13	19	7,270	1,659	23	1,150	291	25
Lumber and construction materials	207	65	31	30,523	10,144	33	3,015	1,061	35
Machinery, equipment and supplies	439	93	21	37,643	13,939	37	5,115	1,890	37
Paper and its products	126	26	21	26,733	13,602	51	2,981	1,403	47
Plumbing & heating equipment & supplies	110	32	29	12,734	5,105	40	1,402	503	36
Tobacco and its products (except leaf)	121	17	14	47,269	6,887	15	1,537	229	15
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	61	33	54	99,211	73,211	74	3,855	1,764	46
Beer, wines and liquors	20	7	35	5,343	3,075	58	284	142	50
Chemicals and paints	44	31	70	18,970	17,679	93	1,080	947	88
Clothing and furnishings	5	3	60	2,360	778	33	228	126	55
Dry goods (specialty lines)	8	3	38	1,353	464	34	62	29	47
Electrical goods	30	18	60	19,726	18,288	93	1,179	1,084	92
Furniture and house furnishings	24	16	67	5,318	4,147	78	304	230	76
Groceries and foods (specialty lines)	129	56	43	73,708	54,708	74	3,178	2,134	67
Jewelry and optical goods	11	11	100	865	865	100	127	127	100
Lumber and construction materials	36	14	39	12,659	2,193	17	1,512	206	14
Machinery, equipment and supplies	175	108	62	51,122	36,420	71	6,625	4,791	72
Plumbing & heating equipment & supplies	13	7	54	4,620	3,238	70	412	347	84
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	12	--	x	5,081	--	x	190	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

STATE OF OKLAHOMA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST Q. 1937 To 1ST Q. 1938	2ND Q. 1937 To 2ND Q. 1938		
					1ST Q. Jan. 1 Mar. 31	2ND Q. April 1 June 30	3RD Q. July 1 Sept. 30	4TH Q. Oct. 1 Dec. 31	1ST Q. Jan. 1 Mar. 31	2ND Q. April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	8	14	9	1,575	323	351	415	486	302	332	- 6.5	- 5.4		
Drugs and drug sundries	19	65	3	2,500	605	616	640	639	610	589	+ 0.8	- 4.4		
Dry goods and apparel	33	61	3	1,201	294	258	364	285	246	217	-16.3	-15.9		
Electrical goods	26	32	6	3,371	767	1,030	876	698	724	776	- 5.6	-24.7		
Farm supplies	8	12	3	714	165	166	216	167	143	134	-13.3	-19.3		
Fruits and vegetables (fresh)	27	62	15	5,572	1,481	1,448	1,270	1,373	1,311	1,243	-11.5	-14.2		
Groceries (full line)	57	60	55	32,976	8,331	8,526	8,522	7,597	7,372	7,487	-11.5	-12.2		
Groceries and foods (specialty lines)	8	12	11	1,456	378	341	358	379	335	342	-11.4	+ 0.3		
Hardware, plumbing and heating	19	27	4	1,895	420	490	520	465	407	433	- 3.1	-11.6		
Lumber and construction materials	13	18	4	570	112	137	179	142	134	157	+19.6	+14.6		
Machinery, equipment and supplies	24	41	54	22,105	6,979	6,192	5,363	3,571	3,573	3,115	-48.8	-49.7		
Tobacco and its products (except leaf)	20	24	6	2,098	476	552	541	529	486	528	+ 2.1	- 4.3		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	63	63	5	19,584	3,869	5,916	5,553	4,246	4,063	3,591	+ 5.0	-39.3		
Groceries and foods (specialty lines)	54	80	20	14,139	3,651	3,597	3,481	3,410	2,954	3,076	-19.1	-14.5		
Machinery, equipment and supplies	61	79	37	13,530	3,069	3,953	3,894	2,614	2,431	2,582	-20.8	-34.7		
Plumbing and heating equipment and supplies	83	94	5	4,120	998	1,275	1,021	826	687	695	-31.2	-45.5		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

STATE OF OKLAHOMA

WHOLESALE DISTRIBUTION

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
	SERVICE AND LIMITED-FUNCTION WHOLESALERS													
Automotive	8	14	9	\$ 1,575	\$ 1,258	\$ 1,153	\$ 224	\$ 176	\$ 248	\$ 235	\$ 200	36.6	27.3	24.0
Drugs and drug sundries	19	65	3	2,500	2,329	2,150	198	155	426	381	344	16.3	27.7	23.8
Dry goods and apparel	33	61	3	1,201	1,066	1,047	103	95	203	221	203	14.7	8.4	0.0
Electrical goods	26	32	6	3,371	2,628	1,559	229	106	424	328	222	116.2	116.0	91.0
Farm supplies	8	12	3	714	638	483	20	17	27	55	72	47.8	17.6	-62.5
Fruits and vegetables (fresh)	27	62	15	5,572	5,521	4,474	416	335	73	74	71	24.5	24.2	2.8
Groceries (full line)	57	60	55	32,976	32,089	26,303	1,395	1,277	4,637	4,841	4,128	25.4	9.2	12.3
Groceries and foods (specialty lines)	8	12	11	1,456	1,415	1,119	126	117	103	96	73	30.1	7.7	41.1
Hardware, plumbing and heating	19	27	4	1,895	1,731	1,479	181	160	473	406	376	38.1	13.1	25.8
Lumber and construction materials	13	18	4	570	626	557	33	30	141	143	139	2.3	10.0	1.4
Machinery, equipment and supplies	24	41	54	22,105	20,235	14,402	988	673	2,883	2,617	2,211	53.5	46.8	30.4
Tobacco and its products (except leaf)	20	24	6	2,098	1,920	1,758	47	45	87	89	76	19.3	4.4	14.5
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	63	63	5	19,584	14,250	14,137	533	373	1,179	919	461	38.5	42.9	155.7
Groceries and foods (specialty lines)	54	80	20	14,139	13,944	12,457	785	637	383	373	306	13.5	23.2	25.2
Machinery, equipment and supplies	61	79	37	13,530	11,931	9,013	1,068	709	3,353	3,553	2,866	50.1	50.6	17.0
Plumbing and heating equipment & supplies	83	94	5	4,120	2,965	1,757	188	103	472	378	360	134.5	82.5	31.1

- DECREASE

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL** (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	115	9	8	\$ 7,994	\$ 1,153	14	\$1,005	\$ 176	18
Drugs and drug sundries	16	3	19	3,307	2,150	65	249	155	62
Dry goods and apparel	9	3	33	1,721	1,047	61	129	95	74
Electrical goods	23	6	26	4,814	1,559	32	395	106	27
Farm supplies	36	3	8	3,982	483	12	134	17	13
Fruits and vegetables (fresh)	56	15	27	7,219	4,474	62	521	335	64
Groceries (full line)	90	55	57	44,035	26,303	60	2,058	1,277	62
Groceries and foods (specialty lines)	145	11	8	9,335	1,119	12	605	117	19
Hardware, plumbing and heating	21	4	19	5,567	1,479	27	576	160	28
Lumber and construction materials	32	4	13	3,146	557	18	245	30	12
Machinery, equipment and supplies	223	54	24	35,179	14,402	41	2,380	673	28
Tobacco and its products (except leaf)	30	6	20	7,255	1,758	24	154	45	29

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF OREGON

TABLE 1.--NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET SALES %			1937				1938		1ST Q.R. 1937 To 1ST Q.R. 1938	2ND Q.R. 1937 To 2ND Q.R. 1938		
					1ST Q.R.	2ND Q.R.	3RD Q.R.	4TH Q.R.	1ST Q.R.	2ND Q.R.				
													Jan. 1 Mar. 31	April 1 June 30
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	19	13	16	\$ 1,883	\$ 399	\$ 519	\$ 527	\$ 438	\$ 398	\$ 497	- 0.3	- 4.2		
Beer, wines and liquors	12	25	4	1,102	220	327	311	244	203	315	- 7.7	- 3.7		
Dry goods and apparel	26	23	9	840	181	189	293	177	188	192	+ 3.9	+ 1.6		
Electrical goods	30	55	8	4,580	1,002	1,430	1,215	933	886	1,023	-11.6	-28.5		
Farm supplies	19	31	5	2,293	384	405	780	724	408	284	+ 6.3	-29.9		
Fruits and vegetables (fresh)	27	76	14	5,748	1,234	1,720	1,701	1,093	1,066	1,466	-13.6	-14.8		
Groceries (full line)	47	30	14	7,378	1,733	1,780	2,232	1,633	1,686	1,613	- 2.7	- 9.4		
Groceries and foods (specialty lines)	15	28	15	3,020	679	795	798	748	676	619	- 0.4	-22.1		
Hardware	18	19	3	1,468	318	413	426	311	288	358	- 9.4	-13.3		
Lumber and construction materials	22	30	11	5,262	968	1,619	1,583	1,092	805	817	-16.8	-49.5		
Machinery, equipment and supplies	20	30	18	4,431	995	1,462	1,259	715	812	992	-18.4	-32.1		
Paper and its products	33	88	4	2,325	512	662	627	524	466	534	- 9.0	-19.3		
Plumbing and heating equipment and supplies	30	57	3	1,891	410	594	498	389	343	404	-16.3	-32.0		
Tobacco and its products(except leaf)	22	55	4	3,474	740	940	971	823	655	757	-11.5	-19.5		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	45	90	9	23,659	5,302	7,556	5,740	5,061	2,447	3,231	-53.8	-57.2		
Chemicals and paints	50	77	4	2,911	521	661	956	773	435	553	-16.5	-16.3		
Electrical goods	67	83	6	8,765	2,065	2,603	2,243	1,854	2,060	1,663	- 0.2	-36.1		
Furniture and house furnishings	100	100	3	768	157	241	219	151	132	175	-15.9	-27.4		
Groceries and foods (specialty lines)	46	71	17	13,405	3,355	3,533	3,350	3,167	2,976	2,720	-11.3	-23.0		
Machinery, equipment and supplies	61	63	19	5,207	1,392	1,701	1,283	831	1,184	995	-14.9	-41.5		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF OREGON

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	19	13	16	\$ 1,883	\$ 1,786	\$ 1,384	\$324	\$237	\$ 489	\$ 440	\$347	36.1	36.7	40.9
Beer, wines and liquors	12	25	4	1,102	1,084	765	92	48	84	87	76	44.1	91.7	10.5
Dry goods and apparel	26	23	9	840	870	711	84	65	120	120	98	18.1	29.2	22.4
Electrical goods	30	55	8	4,580	4,481	3,576	395	295	590	465	396	28.1	33.9	49.0
Farm supplies	19	31	5	2,293	1,746	1,285	99	42	110	97	120	78.4	135.7	-8.3
Fruits and vegetables (fresh)	27	76	14	5,748	5,331	6,120	380	315	232	268	178	-6.1	20.6	30.3
Groceries (full line)	47	30	14	7,378	6,705	5,780	217	188	1,038	1,002	930	27.6	15.4	11.6
Groceries and foods (specialty lines)	15	28	15	3,020	2,742	2,654	311	273	276	262	220	13.8	13.9	25.5
Hardware	18	19	3	1,468	1,268	1,027	108	65	356	265	212	42.9	66.2	67.9
Lumber and construction materials	22	30	11	5,262	3,842	2,659	244	144	155	132	103	97.9	69.4	50.5
Machinery, equipment and supplies	20	30	18	4,431	4,165	3,138	475	373	612	674	643	41.2	27.3	-4.8
Paper and its products	33	88	4	2,325	2,144	1,868	260	209	431	373	379	24.5	24.4	13.7
Plumbing and heating equipment and supplies	30	57	3	1,891	1,792	1,110	168	102	235	259	239	70.4	64.7	-1.7
Tobacco and its products (except leaf)	22	55	4	3,474	3,635	3,341	114	112	159	143	142	4.0	1.8	12.0
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	45	90	9	23,659	23,471	20,217	603	453	1,373	1,005	715	17.0	33.1	92.0
Chemicals and paints	50	77	4	2,911	2,552	2,192	435	268	792	641	632	32.8	62.3	25.3
Electrical goods	67	83	6	8,765	6,890	4,695	260	199	579	497	460	86.7	30.7	25.9
Furniture and house furnishings	100	100	3	768	724	--	49	--	79	87	--	--	--	--
Groceries and foods (specialty lines)	46	71	17	13,405	12,709	11,546	565	475	513	499	437	16.1	18.9	17.4
Machinery, equipment and supplies	61	63	19	5,207	4,172	2,685	447	286	939	699	454	93.9	56.3	106.8

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF OREGON

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	84	16	19	\$ 10,882	\$ 1,384	13	\$ 996	\$ 237	24
Beer, wines and liquors	34	4	12	3,032	765	25	202	48	24
Dry goods and apparel	35	9	26	3,141	711	23	233	65	28
Electrical goods	27	8	30	6,482	3,576	55	612	295	48
Farm supplies	27	5	19	4,199	1,285	31	199	42	21
Fruits and vegetables (fresh)	51	14	27	8,009	6,120	76	452	315	70
Groceries (full line)	30	14	47	19,143	5,780	30	875	188	21
Groceries and foods (specialty lines)	99	15	15	9,642	2,654	28	765	273	36
Hardware	17	3	18	5,468	1,027	19	464	65	14
Lumber and construction materials	51	11	22	8,919	2,659	30	501	144	29
Machinery, equipment and supplies	90	18	20	10,373	3,138	30	1,056	373	35
Paper and its products	12	4	33	2,115	1,868	88	240	209	87
Plumbing and heating equipment and supplies	10	3	30	1,962	1,110	57	190	102	54
Tobacco and its products (except leaf)	18	4	22	6,033	3,341	55	164	112	68
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	20	9	45	22,458	20,217	90	641	453	71
Chemicals and paints	8	4	50	2,849	2,192	77	339	268	79
Electrical goods	9	6	67	5,687	4,695	83	260	199	77
Furniture and house furnishings	3	3	100	x	x	100	x	x	100
Groceries and foods (specialty lines)	37	17	46	16,252	11,546	71	721	475	66
Machinery, equipment and supplies	31	19	61	4,284	2,685	63	476	286	60

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF PENNSYLVANIA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938		
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	16	27	58	\$ 21,093	\$ 4,849	\$ 6,384	\$ 5,366	\$ 4,494	\$ 2,712	\$ 3,094	-44.1	-51.5		
Beer, wines and liquors	8	16	67	8,738	1,610	2,342	2,757	2,029	1,654	2,161	+ 2.7	- 7.7		
Chemicals and paints	19	27	15	2,922	735	855	754	578	594	646	-19.2	-24.4		
Clothing and furnishings	17	29	56	14,787	3,402	3,872	3,669	3,844	2,612	3,254	-23.2	-16.0		
Drugs (full line)	38	80	5	16,236	4,162	3,843	4,054	4,177	3,900	3,778	- 6.3	- 1.7		
Drugs and drug sundries (specialty lines)	12	25	7	1,362	362	341	333	326	318	300	-12.2	-12.0		
Dry goods (full line)	25	46	7	6,207	1,436	1,600	1,603	1,568	996	1,078	-30.6	-32.6		
Dry goods (specialty lines)	14	20	20	3,700	1,074	1,053	910	663	719	677	-33.1	-35.7		
Electrical goods	22	22	38	30,765	6,650	9,226	7,903	6,986	4,511	5,101	-32.2	-44.7		
Farm supplies	26	30	24	2,928	739	899	731	559	590	698	-20.2	-22.4		
Fruits and vegetables (fresh)	13	20	72	24,355	5,239	7,483	6,342	5,291	4,554	6,341	-13.1	-15.3		
Furniture and house furnishings	20	42	29	9,900	2,065	2,969	2,430	2,416	1,805	2,085	-12.6	-30.2		
Groceries (full line)	37	51	94	74,218	17,736	18,207	19,648	18,627	16,505	16,442	- 6.9	- 9.7		
Groceries and foods (specialty lines)	18	31	169	34,929	8,480	8,779	8,623	9,047	7,510	7,560	-11.4	-13.9		
Hardware	21	25	19	7,237	1,511	2,033	1,934	1,759	1,328	1,766	-12.1	-13.1		
Jewelry and optical goods	26	48	32	6,336	1,193	1,364	1,624	2,095	920	993	-22.9	-27.2		
Lumber and construction materials	24	34	55	15,953	3,823	4,711	4,187	3,232	2,596	3,005	-32.1	-36.2		
Machinery, equipment and supplies	21	38	105	32,220	8,236	8,706	8,004	7,274	6,064	5,583	-26.1	-35.9		
Paper and its products	23	41	48	15,896	4,052	4,378	3,953	3,513	3,192	3,592	-21.2	-22.5		
Plumbing and heating equipment and supplies	36	46	63	15,191	3,006	3,688	4,308	4,189	2,400	3,083	-20.2	-16.4		
Tobacco and its products (except leaf)	15	18	37	13,809	2,940	3,373	3,766	3,730	2,784	3,049	- 5.3	- 9.6		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	68	80	45	111,621	24,843	36,243	26,378	24,157	13,461	16,626	-45.8	-54.1		
Beer, wines and liquors	26	16	5	5,452	1,031	1,510	1,650	1,261	885	1,222	-14.2	-19.1		
Chemicals and paints	53	33	25	21,225	5,165	5,660	5,513	4,887	3,954	4,210	-23.4	-25.6		
Clothing and furnishings	30	37	3	1,276	332	353	295	298	122	160	-63.3	-54.7		
Dry goods (specialty lines)	42	17	5	1,423	498	406	288	231	293	262	-41.2	-35.5		
Electrical goods	61	96	19	76,862	23,234	21,970	18,847	12,811	12,936	10,230	-44.3	-53.4		
Furniture and house furnishings	76	93	16	7,523	1,862	2,154	1,940	1,567	1,294	1,229	-30.5	-42.9		
Groceries and foods (specialty lines)	62	78	147	214,523	53,637	51,486	55,934	53,466	47,871	49,335	-10.6	- 4.2		
Hardware	38	34	3	224	74	82	72	56	51	59	-31.1	-28.0		
Jewelry and optical goods	78	97	7	1,486	412	377	373	324	310	323	-24.8	-14.3		
Lumber and construction materials	33	26	10	4,133	828	1,210	1,116	979	677	921	-18.2	-23.9		
Machinery, equipment and supplies	60	70	120	53,862	14,154	15,474	13,312	10,922	11,010	11,029	-22.2	-28.7		
Plumbing and heating equipment and supplies	58	64	21	9,608	2,065	2,585	2,659	2,299	1,412	1,733	-31.6	-33.0		
Tobacco and its products (except leaf)	43	52	3	2,614	510	666	669	769	488	634	- 4.3	- 4.8		
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	<u>1/</u>	<u>1/</u>	14	5,569	1,465	1,779	1,081	1,244	1,302	1,613	-11.1	- 9.3		

- DECREASE + INCREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

FOR IDENTICAL ESTABLISHMENTS

1/ 193S Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF PENNSYLVANIA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	352	58	16	\$ 51,237	\$ 13,801	27	\$ 5,129	\$ 1,453	28
Beer, wines and liquors	861	67	8	33,907	5,527	16	1,811	348	19
Chemicals and paints	81	15	19	7,929	2,143	27	840	232	28
Clothing and furnishings	339	56	17	40,694	11,957	29	2,754	735	27
Drugs (full line)	13	5	38	16,364	13,128	80	1,092	877	80
Drugs and drug sundries (specialty lines)	59	7	12	3,919	997	25	443	90	20
Dry goods (full line)	28	7	25	12,168	5,565	46	980	392	40
Dry goods (specialty lines)	142	20	14	13,348	2,713	20	980	137	14
Electrical goods	172	38	22	78,509	17,001	22	5,802	1,570	27
Farm supplies	91	24	26	6,864	2,091	30	430	146	34
Fruits and vegetables (fresh)	572	72	13	93,442	18,772	20	3,199	707	22
Furniture and house furnishings	147	29	20	16,819	7,008	42	1,663	624	38
Groceries (full line)	256	94	37	125,508	64,199	51	5,532	2,817	51
Groceries and foods (specialty lines)	919	169	18	99,546	31,050	31	6,789	2,416	36
Hardware	92	19	21	20,307	5,157	25	2,489	587	24
Jewelry and optical goods	124	32	26	9,830	4,675	48	1,259	621	49
Lumber and construction materials	230	55	24	32,711	11,029	34	3,205	1,165	36
Machinery, equipment and supplies	509	105	21	55,252	20,835	38	6,734	2,492	37
Paper and its products	206	48	23	31,730	13,063	41	3,641	1,570	43
Plumbing and heating equipment and supplies	177	63	36	20,478	9,365	46	2,457	1,150	47
Tobacco and its products (except leaf)	242	37	15	60,752	11,006	18	1,767	423	24
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	66	45	68	95,432	76,731	80	3,459	2,590	75
Beer, wines and liquors	19	5	26	22,732	3,734	16	733	176	24
Chemicals and paints	47	25	53	43,333	14,221	33	2,169	848	39
Clothing and furnishings	10	3	30	2,399	880	37	361	59	16
Dry goods (specialty lines)	12	5	42	8,868	1,530	17	345	137	40
Electrical goods	31	19	61	46,480	44,581	96	2,084	1,891	91
Furniture and house furnishings	21	16	76	5,958	5,536	93	314	268	85
Groceries and foods (specialty lines)	237	147	62	241,376	187,643	78	8,907	6,637	75
Hardware	8	3	38	513	172	34	53	30	57
Jewelry and optical goods	9	7	78	1,312	1,267	97	148	134	91
Lumber and construction materials	30	10	33	9,927	2,623	26	1,256	420	33
Machinery, equipment and supplies	201	120	60	51,125	35,564	70	6,257	4,447	71
Plumbing and heating equipment and supplies	36	21	58	9,060	5,805	64	826	555	67
Tobacco and its products (except leaf)	7	3	43	4,778	2,481	52	339	171	50

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.
 x 1935 Figures withheld to avoid disclosure.

STATE OF TENNESSEE

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938				1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALESA														
Automotive	13	22	9	\$ 2,035	\$ 531	\$ 585	\$ 393	\$ 526	\$ 414	\$ 360	-22.0	-38.5		
Beer, wines and liquors	15	21	5	1,202	189	327	414	272	266	348	+40.7	+ 6.4		
Chemicals and paints	31	24	4	1,068	284	303	267	214	226	275	-20.4	- 9.2		
Clothing and furnishings	18	36	8	3,134	783	772	959	620	656	752	-16.2	- 2.6		
Drugs (full line)	45	76	5	7,128	1,863	1,751	1,731	1,783	1,704	1,620	- 8.5	- 7.5		
Drugs and drug sundries (specialty lines)	26	72	6	753	182	225	170	176	166	195	- 8.8	-13.3		
Dry goods (full & specialty lines)	21	19	6	2,406	537	555	701	613	466	449	-13.2	-19.1		
Electrical goods	35	49	11	6,955	1,618	2,235	1,682	1,420	1,422	1,415	-12.1	-36.7		
Farm supplies	22	24	5	1,027	333	293	242	159	193	204	-42.0	-30.4		
Fruits and vegetables (fresh)	12	37	9	5,207	1,218	1,452	1,078	1,459	1,262	1,318	+ 3.6	- 9.2		
Furniture and house furnishings	40	52	4	1,045	236	288	278	243	186	218	-21.2	-24.3		
Groceries (full line)	17	10	18	6,639	1,634	1,676	1,759	1,570	1,473	1,555	- 9.9	- 7.2		
Groceries and foods (specialty lines)	11	17	16	3,858	962	987	993	916	882	900	- 8.3	- 8.8		
Hardware, plumbing and heating	25	15	8	3,796	812	1,061	1,043	880	711	844	-12.4	-20.5		
Jewelry and optical goods	60	46	3	165	38	38	50	39	37	34	- 2.6	-10.5		
Lumber and construction materials	10	11	7	1,692	388	498	469	337	333	361	-14.2	-27.5		
Machinery, equipment and supplies	15	28	12	4,207	952	1,127	1,179	949	725	851	-23.8	-24.5		
Paper and its products	17	22	4	1,576	375	407	410	384	334	340	-10.9	-16.5		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	48	90	12	27,908	5,722	8,094	7,089	7,003	4,374	4,372	-23.6	-46.0		
Chemicals and paints	64	89	7	2,475	492	675	648	660	459	461	- 6.7	-31.7		
Clothing and furnishings	67	35	4	4,078	838	1,070	1,178	992	655	955	-21.8	-10.7		
Furniture and house furnishings	80	33	4	788	196	191	219	182	168	160	-14.3	-16.2		
Groceries and foods (specialty lines)	57	83	34	37,993	9,222	9,506	9,892	9,373	8,490	8,357	- 7.9	-12.1		
Jewelry and optical goods	100	100	4	419	100	104	118	97	94	94	- 6.0	- 9.6		
Machinery, equipment and supplies	48	59	20	12,070	3,437	3,948	2,590	2,095	2,821	2,115	-17.9	-46.4		
Plumbing and heating equipment and supplies	83	98	5	2,239	465	618	615	541	387	457	-16.8	-26.1		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF TENNESSEE

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	13	22	9	\$ 2,035	\$ 2,153	\$ 1,598	\$ 194	\$ 152	\$ 271	\$ 248	\$ 202	27.3	27.6	34.2
Beer, wines and liquors	15	21	5	1,202	1,009	552	156	60	28	14	9	117.8	160.0	211.1
Chemicals and paints	31	24	4	1,068	1,053	869	117	108	144	143	131	22.9	8.3	9.9
Clothing and furnishings	18	36	8	3,134	3,421	2,567	189	145	831	543	544	22.1	30.3	52.8
Drugs (full line)	45	76	5	7,128	6,714	5,992	542	445	983	968	891	19.0	21.8	10.3
Drugs and drug sundries (specialty lines)	26	72	6	753	728	660	108	105	96	94	90	14.1	2.9	6.7
Dry goods (full and specialty lines)	21	19	6	2,406	2,495	2,571	232	177	474	522	527	-6.4	31.1	-10.1
Electrical goods	35	49	11	6,955	5,378	3,261	418	183	592	506	377	113.3	128.4	57.0
Farm supplies	22	24	5	1,027	1,150	819	40	30	89	97	82	25.4	33.3	8.5
Fruits and vegetables (fresh)	12	37	9	5,207	4,753	4,021	252	201	87	112	114	29.5	25.4	-23.7
Furniture & house furnishings	40	52	4	1,045	1,065	781	88	83	219	191	181	33.8	6.0	21.0
Groceries (full line)	17	10	18	6,639	5,980	5,349	314	289	850	837	738	24.1	8.7	15.2
Groceries and foods (specialty lines)	11	17	16	3,858	3,624	2,720	246	181	196	205	130	41.8	35.9	50.8
Hardware, plumbing & heating	25	15	8	3,796	3,452	2,518	325	252	616	598	502	50.8	29.0	22.7
Jewelry and optical goods	60	46	3	165	148	128	37	32	21	17	18	28.9	15.6	16.7
Lumber and construction materials	10	11	7	1,692	1,503	1,058	238	177	181	180	171	59.9	34.5	5.8
Machinery, equipment and supplies	15	28	12	4,207	3,898	3,117	545	358	742	700	782	35.0	52.2	-5.1
Paper and its products	17	22	4	1,576	1,445	1,317	204	181	359	401	312	19.7	12.7	15.1
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	48	90	12	27,908	26,041	22,120	629	443	1,262	934	659	26.2	42.0	91.5
Chemicals and paints	54	89	7	2,475	2,366	2,457	191	186	212	214	200	0.7	2.7	6.0
Clothing and furnishings	67	35	4	4,078	3,692	2,613	296	184	864	645	475	56.1	60.9	81.9
Furniture & house furnishings	80	33	4	788	762	658	40	26	76	69	45	19.8	53.8	68.9
Groceries and foods (specialty lines)	57	83	34	37,993	36,790	31,563	1,519	1,213	1,165	1,264	1,087	20.4	25.2	7.2
Jewelry and optical goods	100	100	4	419	396	x	94	x	77	71	x	--	--	--
Machinery, equipment and supplies	48	59	20	12,070	9,507	7,259	931	624	2,122	1,700	909	66.3	49.2	133.4
Plumbing and heating equipment & supplies	83	98	5	2,239	1,909	1,321	178	120	347	297	234	69.5	48.3	48.3

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF TENNESSEE

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	67	9	13	\$ 7,187	\$ 1,598	22	\$ 863	\$ 152	18
Beer, wines and liquors	34	5	15	2,593	552	21	231	60	26
Chemicals and paints	13	4	31	3,633	869	24	314	108	34
Clothing and furnishings	44	8	18	7,079	2,567	36	450	145	32
Drugs (full line)	11	5	45	7,912	5,992	76	587	445	76
Drugs and drug sundries (specialty lines)	23	6	26	923	660	72	153	105	69
Dry goods (full and specialty lines)	28	6	21	13,450	2,571	19	941	177	19
Electrical goods	31	11	35	6,672	3,261	49	522	183	35
Farm supplies	23	5	22	3,406	819	24	192	30	16
Fruits and vegetables (fresh)	77	9	12	10,852	4,021	37	558	201	36
Furniture and house furnishings	10	4	40	1,495	761	52	180	83	46
Groceries (full line)	107	18	17	54,285	5,349	10	2,334	289	12
Groceries and foods (specialty lines)	144	16	11	16,123	2,720	17	1,235	181	15
Hardware, plumbing and heating	32	8	25	16,933	2,518	15	1,590	252	16
Jewelry and optical goods	5	3	60	278	128	46	65	32	49
Lumber and construction materials	71	7	10	9,594	1,058	11	859	177	21
Machinery, equipment and supplies	79	12	15	11,267	3,117	28	1,366	358	26
Paper and its products	24	4	17	5,957	1,317	22	697	181	26
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	25	12	48	24,665	22,120	90	639	443	69
Chemicals and paints	11	7	64	2,761	2,457	89	241	186	77
Clothing and furnishings	6	4	67	7,499	2,613	35	493	184	37
Furniture and house furnishings	5	4	80	2,005	658	33	76	36	34
Groceries and foods (specialty lines)	60	34	57	36,126	31,563	83	1,634	1,213	74
Jewelry and optical goods	4	4	100	x	x	100	x	x	100
Machinery, equipment and supplies	42	20	48	12,255	7,259	59	892	624	70
Plumbing & heating equipment & supplies	6	5	83	1,351	1,321	98	122	120	98

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF TEXAS

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938				1ST QR.	2ND QR.
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.	1937 To 1938	1937 To 1938		
													Jan. 1 Mar. 31	April 1 June 30
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	13	23	34	\$10,577	\$ 2,471	\$ 2,728	\$ 2,867	\$ 2,511	\$ 2,009	\$ 2,125	-18.7	-22.1		
Beer, winee and liquors	6	21	11	2,824	587	664	701	872	640	734	+ 9.0	+10.5		
Clothing and furnishinge	17	13	9	1,247	264	304	388	291	236	231	-10.6	-24.0		
Drugs (full line)	64	89	9	16,907	3,986	3,699	3,995	5,227	4,190	3,727	+ 5.1	+ 0.8		
Drugs and drug eundries (specialty lines)	16	14	6	524	131	118	149	126	137	118	+ 4.6	0.0		
Dry goods (full and specialty lines)	26	38	5	5,391	1,284	1,148	1,731	1,228	1,074	955	-16.4	-16.8		
Electrical goode	28	44	19	14,391	3,184	4,888	3,445	2,874	2,786	3,327	-12.5	-31.9		
Farm supplies	17	20	12	2,383	865	631	366	521	594	423	-31.3	-33.0		
Fruite and vegetables (fresh)	9	18	20	5,950	1,499	1,927	1,349	1,175	1,361	1,534	- 9.2	-20.4		
Furniture and house furnishings	24	48	6	2,424	525	631	664	604	530	540	+ 1.0	-14.4		
General merchandise	33	76	3	10,541	2,390	2,163	3,312	2,676	2,169	1,756	- 9.2	-18.8		
Groceries (full line)	24	26	70	37,921	9,213	9,601	10,037	9,070	9,039	9,007	- 1.9	- 6.2		
Groceries and foods (specialty lines)	10	19	50	9,421	2,348	2,192	2,464	2,417	2,212	2,117	- 5.8	- 3.4		
Hardware	29	33	12	9,765	2,215	2,529	2,666	2,355	2,139	2,302	- 2.4	- 9.0		
Lumber and construction materials	24	31	22	7,028	1,750	1,883	1,872	1,523	1,517	1,499	-13.3	-20.4		
Machinery, equipment and supplies	29	52	131	61,284	15,637	16,107	16,210	13,330	12,146	11,312	-22.3	-29.8		
Paper and its products	30	42	14	3,257	781	820	845	811	746	774	- 4.5	- 5.6		
Plumbing and heating equipment and supplies	30	55	13	4,672	1,100	1,404	1,274	1,094	971	1,149	-11.7	-16.2		
Tobacco and its produkte (except leaf)	9	12	6	3,559	751	872	896	1,040	898	927	+19.6	+ 6.3		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	55	89	26	90,999	22,330	24,425	21,127	23,117	15,862	12,061	-29.0	-50.6		
Chemicals and paints	31	49	5	2,688	608	524	772	784	589	457	- 3.1	-12.8		
Electrical goods	47	76	8	16,104	4,317	3,961	4,181	3,645	3,278	3,212	-24.1	-18.9		
Furniture and house furnishings	82	90	9	2,998	722	725	823	728	612	536	-15.2	-26.1		
Groceries and foods (specialty lines)	54	78	80	69,512	17,349	16,938	18,184	17,041	15,736	15,725	- 9.3	- 7.2		
Jewelry and optical goods	69	95	9	1,227	281	298	358	290	271	286	- 3.6	- 4.0		
Machinery, equipment and supplies	57	76	92	46,267	11,566	12,019	12,436	10,246	9,737	8,781	-15.8	-26.9		
Paper and its products	33	36	3	1,144	265	277	284	318	266	285	+ 0.4	+ 2.9		
Plumbing and heating equipment and supplies	90	99	9	4,291	964	1,289	1,076	962	880	973	- 8.7	-24.5		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

STATE OF TEXAS

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTAB- LISH- MENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	13	23	34	\$10,577	\$ 9,678	\$ 7,270	\$ 978	\$ 777	\$1,438	\$1,117	\$1,099	45.5	25.9	30.8
Beer, wines and liquors	6	21	11	2,824	2,506	3,057	200	140	261	256	308	- 7.6	42.9	-15.3
Clothing and furnishings	17	13	9	1,247	1,227	881	96	79	243	252	166	41.5	21.5	46.4
Drugs (full line)	64	89	9	16,907	14,870	12,077	1,081	781	3,881	3,405	2,738	40.0	38.4	41.7
Drugs and drug sundries (specialty lines)	16	14	6	524	496	425	52	47	146	135	120	23.3	10.6	21.7
Dry goods (full and specialty lines)	26	38	5	5,391	5,243	4,659	386	352	877	1,215	776	15.7	9.7	13.0
Electrical goods	28	44	19	14,391	10,403	7,301	929	541	1,602	1,080	813	97.1	71.7	97.0
Farm supplies	17	20	12	2,383	1,974	1,987	128	117	159	166	318	19.9	9.4	-50.0
Fruits and vegetables (fresh)	9	18	20	5,950	5,330	4,945	223	220	107	132	115	20.3	1.4	- 7.0
Furniture & house furnishings	24	48	6	2,424	2,090	1,611	157	81	411	347	334	50.5	93.8	23.1
General merchandise	33	76	3	10,541	10,478	9,090	750	646	1,618	1,891	1,498	16.0	16.1	8.0
Groceries (full line)	24	26	70	37,921	34,202	31,613	1,357	1,080	4,194	4,696	3,183	20.0	25.6	31.8
Groceries and foods (specialty lines)	10	19	50	9,421	8,712	8,163	666	556	777	746	692	15.4	19.8	12.3
Hardware	29	33	12	9,765	8,885	7,346	866	683	2,384	2,203	2,070	32.9	26.8	15.2
Lumber & construction materials	24	31	22	7,028	6,376	3,893	623	338	1,121	1,145	716	30.5	84.3	56.6
Machinery, equipment and supplies	29	52	131	61,284	45,926	41,740	2,982	2,188	8,462	6,728	6,058	46.8	36.3	39.7
Paper and its products	30	42	14	3,257	3,006	2,720	469	394	627	574	564	19.7	19.0	11.2
Plumbing and heating equipment and supplies	30	55	13	4,872	4,349	2,754	329	250	795	707	548	76.9	31.6	45.1
Tobacco and its products (except leaf)	9	12	6	3,559	3,263	2,709	57	53	133	124	138	31.4	7.5	- 3.6
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	55	89	26	90,999	84,549	64,580	1,969	1,412	3,772	3,191	2,223	40.9	39.4	69.7
Chemicals and paints	31	49	5	2,688	2,405	1,894	176	135	130	137	139	41.9	30.4	- 6.5
Electrical goods	47	76	8	16,104	11,421	6,969	498	333	1,080	917	900	131.1	49.5	20.0
Furniture & house furnishings	82	90	9	2,998	2,864	2,161	145	108	146	180	124	38.7	34.3	17.7
Groceries and foods (specialty lines)	54	78	80	69,512	64,107	57,199	3,137	2,422	1,944	2,138	1,995	21.5	29.5	- 2.6
Jewelry and optical goods	69	95	9	1,227	1,103	902	208	172	246	185	140	36.0	20.9	75.7
Machinery, equipment and supplies	57	76	92	46,267	39,152	29,819	4,086	2,538	8,894	7,522	5,098	55.2	61.0	74.5
Paper and its products	33	36	3	1,144	1,036	870	126	109	176	173	173	31.5	15.6	1.7
Plumbing and heating equipment and supplies	90	99	9	4,291	3,420	2,325	270	168	612	542	449	84.6	60.7	36.3

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF TEXAS

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL.* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	254	34	13	\$ 32,054	\$ 7,270	23	\$3,245	\$ 777	24
Beer, wines and liquors	183	11	6	14,571	3,057	21	757	140	18
Clothing and furnishings	54	9	17	6,644	881	13	465	79	17
Drugs (full line)	14	9	64	13,509	12,077	89	846	731	92
Drugs and drug sundries (specialty lines)	38	6	16	2,968	425	14	195	47	24
Dry goods (full and specialty lines)	19	5	26	12,305	4,659	38	1,093	352	32
Electrical goods	68	19	28	16,682	7,301	44	1,439	541	38
Farm supplies	71	12	17	10,102	1,987	20	439	117	27
Fruits and vegetables (fresh)	211	20	9	27,684	4,945	18	1,668	220	13
Furniture and house furnishings	25	6	24	3,356	1,611	48	248	81	33
General merchandise	9	3	33	11,946	9,090	76	808	646	80
Groceries (full line)	294	70	24	123,441	31,613	26	5,097	1,080	21
Groceries and foods (specialty lines)	490	50	10	43,808	8,163	19	3,170	556	18
Hardware	42	12	29	22,004	7,346	33	1,961	683	35
Lumber and construction materials	91	22	24	12,660	3,893	31	1,027	338	33
Machinery, equipment and supplies	455	131	29	79,970	41,740	52	4,978	2,188	44
Paper and its products	47	14	30	6,483	2,720	42	853	394	46
Plumbing & heating equipment & supplies	43	13	30	5,024	2,754	55	475	250	53
Tobacco and its products (except leaf)	64	6	9	21,940	2,709	12	510	53	10
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	47	26	55	72,477	64,580	89	1,878	1,412	75
Chemicals and paints	16	5	31	3,895	1,894	49	408	135	33
Electrical goods	17	8	47	9,160	6,969	76	487	333	68
Furniture and house furnishings	11	9	82	2,397	2,161	90	119	108	91
Groceries and foods (specialty lines)	148	80	54	72,972	57,199	78	3,136	2,422	77
Jewelry and optical goods	13	9	69	948	902	95	184	172	93
Machinery, equipment and supplies	162	92	57	39,093	29,819	76	3,251	2,538	78
Paper and its products	9	3	33	2,392	870	36	267	109	41
Plumbing & heating equipment & supplies	10	9	90	2,342	2,325	99	170	168	99

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF VIRGINIA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET * SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	16	16	8	\$1,000	\$ 207	\$ 247	\$ 263	\$ 283	\$ 223	\$ 253	+ 7.7	+ 2.4
Beer, wines and liquors	10	12	6	1,000	211	258	290	241	180	235	-14.7	- 8.9
Chemicals and paints	25	49	3	927	194	281	243	209	208	256	+ 7.2	- 8.9
Clothing and furnishings	24	50	6	2,611	679	567	868	497	555	445	-18.3	-21.5
Dry goods (full line)	27	32	3	2,382	565	443	838	536	473	357	-16.3	-19.4
Electrical goods	28	33	9	3,617	807	1,046	913	851	653	759	-19.1	-27.4
Farm supplies	39	35	12	2,930	736	844	717	633	655	693	-11.0	-17.9
Fruits and vegetables (fresh)	11	27	9	2,798	643	827	789	539	593	754	- 7.8	- 8.8
Furniture and house furnishings	33	66	3	237	61	60	65	51	42	49	-31.1	-18.3
Groceries (full line)	29	31	26	11,111	2,620	2,818	2,948	2,725	2,335	2,445	-10.9	-13.2
Groceries and foods (specialty lines)	13	24	27	7,854	1,873	2,020	2,009	1,952	1,736	1,819	- 7.3	-10.0
Hardware	32	40	7	3,486	792	912	959	823	687	708	-13.3	-22.4
Jewelry and optical goods	100	100	4	377	94	89	101	93	85	87	- 9.6	- 2.2
Lumber and construction materials	20	23	8	2,051	463	629	500	459	386	462	-16.6	-26.6
Machinery, equipment and supplies	18	22	12	2,644	649	783	634	578	489	592	-24.7	-24.4
Paper and its products	38	35	8	2,661	663	709	729	580	613	652	- 7.5	- 8.0
Plumbing and heating equipment and supplies	43	47	9	3,756	691	1,030	1,090	945	607	863	-12.2	-16.2
Tobacco and its products (except leaf)	17	42	3	3,666	801	900	989	976	841	986	+ 5.0	+ 9.6
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	63	82	5	15,917	4,839	5,484	3,347	2,247	2,279	2,890	-52.9	-47.3
Groceries and foods (specialty lines)	57	86	36	31,509	7,354	7,866	8,129	8,160	6,806	7,003	- 7.5	-11.0
Jewelry and optical goods	100	100	4	246	61	60	66	59	49	47	-19.7	-21.7
Machinery, equipment and supplies	58	83	14	4,041	994	1,337	895	815	954	955	- 4.0	-28.6

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF VIRGINIA

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	16	16	8	\$ 1,000	\$ 996	\$ 932	\$ 135	\$ 126	\$ 296	\$ 258	\$ 252	7.3	7.1	17.5
Beer, wines and liquors	10	12	6	1,000	976	594	68	40	48	46	25	68.4	70.0	92.0
Chemicals and paints	25	49	3	927	908	884	101	87	155	152	104	4.9	16.1	49.0
Clothing and furnishings	24	50	6	2,611	2,745	2,543	200	203	329	407	395	2.7	- 1.5	-16.7
Dry goods (full line)	27	32	3	2,382	2,552	2,167	234	226	553	424	371	9.9	3.5	49.1
Electrical goods	28	33	9	3,617	2,944	2,724	296	204	422	371	247	32.8	45.1	70.9
Farm supplies	39	35	12	2,930	2,577	2,342	195	121	229	199	196	25.1	61.2	16.8
Fruits and vegetables (fresh)	11	27	9	2,798	2,683	2,171	225	165	134	142	106	28.9	36.4	26.4
Furniture and house furnishings	33	66	3	237	255	250	26	27	110	112	116	- 5.2	- 3.7	- 5.2
Groceries (full line)	29	31	26	11,111	10,057	9,372	523	436	1,453	1,448	1,208	18.6	20.0	20.3
Groceries and foods (specialty lines)	13	24	27	7,854	8,032	6,612	460	369	455	539	380	18.8	24.7	19.7
Hardware	32	40	7	3,486	3,270	2,804	385	328	1,096	1,187	976	24.3	17.4	12.3
Jewelry and optical goods	100	100	4	377	343	275	67	40	67	65	69	37.1	67.5	- 2.9
Lumber and construction materials	20	23	8	2,051	1,620	1,225	241	155	181	168	144	67.4	55.5	25.7
Machinery, equipment and supplies	18	22	12	2,644	2,214	1,779	295	230	429	390	352	48.6	28.3	21.9
Paper and its products	38	35	8	2,681	2,412	2,115	252	229	423	399	347	26.8	10.0	21.9
Plumbing and heating equipment and supplies	43	47	9	3,756	3,251	2,502	313	207	464	442	327	50.1	51.2	41.9
Tobacco and its products (except leaf)	17	42	3	3,666	3,692	3,480	149	146	170	197	149	5.3	2.1	14.1
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	63	82	5	15,917	14,718	8,243	365	293	540	576	301	93.1	24.6	79.4
Groceries and foods (specialty lines)	57	86	36	31,509	30,204	27,751	1,335	1,052	1,097	1,116	1,151	13.5	26.9	- 4.7
Jewelry and optical goods	100	100	4	246	237	210	43	38	35	32	27	17.1	13.2	29.6
Machinery, equipment and supplies	58	83	14	4,041	3,363	2,437	453	303	598	590	246	65.8	49.5	143.1

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF VIRGINIA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	50	8	16	\$ 5,797	\$ 932	16	\$ 718	\$ 126	18
Beer, wines and liquors	58	6	10	4,821	594	12	304	40	13
Chemicals and paints	12	3	25	1,818	884	49	197	87	44
Clothing and furnishings	25	6	24	5,121	2,543	50	508	203	40
Dry goods (full line)	11	3	27	6,770	2,167	32	618	226	37
Electrical goods	32	9	28	8,233	2,724	33	699	204	29
Farm supplies	31	12	39	6,740	2,342	35	408	121	30
Fruits and vegetables (fresh)	84	9	11	8,006	2,171	27	521	165	32
Furniture and house furnishings	9	3	33	381	250	66	44	27	61
Groceries (full line)	91	26	29	30,356	9,372	31	1,393	436	31
Groceries and foods (specialty lines)	206	27	13	27,251	6,612	24	1,753	369	21
Hardware	22	7	32	7,075	2,804	40	836	328	39
Jewelry and optical goods	4	4	100	275	275	100	40	40	100
Lumber and construction materials	41	8	20	5,261	1,225	23	510	155	30
Machinery, equipment and supplies	65	12	18	8,195	1,779	22	1,006	230	23
Paper and its products	21	8	38	6,040	2,115	35	649	229	35
Plumbing and heating equipment and supplies	21	9	43	5,304	2,502	47	427	207	48
Tobacco and its products (except leaf)	18	3	17	8,217	3,480	42	353	146	41
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	8	5	63	10,102	8,243	82	327	293	90
Groceries and foods (specialty lines)	63	36	57	32,272	27,751	86	1,296	1,052	81
Jewelry and optical goods	4	4	100	210	210	100	38	38	100
Machinery, equipment and supplies	24	14	58	2,948	2,437	83	394	303	77

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF WASHINGTON

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTAB- LISH- MENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938		1ST QR 1937 To 1ST QR 1938	2ND QR 1937 To 2ND QR 1938		
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	18	33	25	\$ 4,593	\$ 950	\$1,303	\$1,316	\$1,024	\$ 768	\$1,021	-19.2	-21.6		
Beer, wines and liquors	19	24	15	2,530	476	789	700	565	340	653	-28.6	-17.2		
Chemicals and paints	16	10	3	200	46	57	55	42	48	55	+ 4.3	- 3.5		
Clothing and furnishings	18	44	7	1,364	371	322	382	289	277	282	-25.3	-12.4		
Dry goods (full and specialty lines)	37	69	7	1,724	398	419	541	366	318	325	-20.1	-22.4		
Electrical goods	30	55	16	7,913	1,573	2,270	2,164	1,906	1,507	1,593	- 4.2	-29.8		
Farm supplies	29	30	9	1,576	338	371	488	379	310	514	- 8.3	+38.5		
Fruits and vegetables (fresh)	31	55	37	14,723	3,171	4,341	4,269	2,942	2,650	3,821	-16.4	-12.0		
Furniture and house furnishings	14	26	3	1,230	241	355	337	297	190	235	-21.2	-33.8		
Groceries (full line)	47	45	30	17,198	3,804	4,638	5,004	3,752	3,785	4,339	- 0.5	- 6.4		
Groceries and foods (specialty lines)	19	20	48	6,358	1,447	1,627	1,667	1,617	1,421	1,451	- 1.8	-10.8		
Hardware	42	36	8	6,006	1,361	1,656	1,761	1,228	1,193	1,461	-12.3	-11.8		
Jewelry and optical goods	30	63	7	1,579	276	357	433	513	249	291	- 9.8	-18.5		
Lumber and construction materials	32	53	21	19,407	3,878	6,448	5,418	3,663	3,298	3,542	-15.0	-45.1		
Machinery, equipment and supplies	23	41	40	10,083	2,189	3,730	2,787	1,377	1,667	2,579	-23.8	-30.9		
Paper and its products	30	50	9	2,636	544	680	755	657	461	590	-15.3	-13.2		
Plumbing and heating equipment and supplies	45	56	9	2,360	474	685	701	500	366	523	-22.8	-23.7		
Tobacco and its products (except leaf)	30	45	7	3,698	750	936	1,022	990	793	956	+ 5.7	+ 2.1		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	50	67	10	19,507	6,501	6,342	4,147	2,517	3,369	2,875	-48.2	-54.7		
Chemicals and paints	80	96	16	7,634	1,470	2,245	2,200	1,719	1,286	1,943	-12.5	-13.5		
Clothing and furnishings	60	75	3	748	189	155	190	214	146	135	-22.8	-12.9		
Electrical goods	67	90	6	9,062	2,220	2,503	2,424	1,915	2,205	1,596	- 0.7	-36.2		
Furniture and house furnishings	83	98	5	1,705	386	555	469	295	296	338	-23.3	-39.1		
Groceries and foods (specialty lines)	49	70	36	29,798	7,133	7,776	8,029	6,660	6,694	7,178	- 6.2	- 7.7		
Machinery, equipment and supplies	57	80	29	7,126	1,421	2,001	2,269	1,435	1,215	1,626	-14.5	-18.7		
Plumbing and heating equipment and supplies	60	73	3	1,903	447	586	464	386	293	356	-34.5	-29.3		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF WASHINGTON

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTAB- LISH- MENTS	NET* SALES		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	18	33	25	\$ 4,593	\$ 4,700	\$ 4,049	\$ 593	\$ 444	\$ 1,019	\$ 921	\$ 811	13.4	33.6	25.6
Beer, wines and liquors	19	24	15	2,530	2,596	1,849	229	138	196	123	107	36.8	65.9	83.2
Chemicals and paints	16	10	3	200	196	103	37	15	70	65	43	94.2	146.7	62.8
Clothing and furnishings	18	44	7	1,364	1,408	1,298	99	95	256	246	179	5.1	4.2	43.0
Dry goods (full and specialty lines)	37	69	7	1,724	1,781	1,699	171	142	361	442	343	1.5	20.4	5.2
Electrical goods	30	55	16	7,913	6,750	4,967	628	442	962	787	591	59.3	42.1	62.8
Farm supplies	29	30	9	1,576	1,556	1,456	99	78	131	116	94	8.2	26.9	39.4
Fruits and vegetables (fresh)	31	55	37	14,723	13,551	11,265	910	654	356	464	559	30.7	39.1	36.3
Furniture and house furnishings	14	26	3	1,230	1,017	810	131	71	262	218	217	51.9	84.5	23.5
Groceries (full lines)	47	45	30	17,198	15,970	15,368	944	873	2,293	2,342	2,269	11.9	8.1	1.1
Groceries and foods (specialty lines)	19	20	48	6,358	5,517	5,027	597	470	404	366	313	26.5	27.0	29.1
Hardware	42	36	8	6,006	5,512	4,677	642	498	1,422	1,234	1,202	28.4	28.9	18.3
Jewelry and optical goods	30	63	7	1,579	1,579	1,184	216	164	280	269	249	33.4	31.7	12.4
Lumber and construction material	32	53	21	19,407	14,456	11,535	754	591	498	461	324	68.2	27.6	53.7
Machinery, equipment and supplies	23	41	40	10,083	8,763	6,689	1,147	825	2,070	1,763	1,274	50.7	39.0	62.5
Paper and its products	30	50	9	2,636	2,373	2,132	281	260	413	425	367	23.6	8.1	6.7
Plumbing and heating equipment and supplies	45	56	9	2,360	1,974	1,407	296	182	372	323	295	67.7	62.6	26.1
Tobacco and its products (except leaf)	30	45	7	3,698	3,753	3,906	97	97	217	214	210	5.3	0.0	3.3
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	50	67	10	19,507	16,662	10,841	890	639	2,381	1,792	1,225	79.9	39.3	94.4
Chemicals and paints	20	96	16	7,634	7,135	6,307	808	601	1,448	1,161	1,068	21.0	34.4	33.1
Clothing and furnishings	60	75	3	748	617	526	37	27	120	99	82	42.2	37.0	46.3
Electrical goods	67	90	6	9,062	6,786	3,874	235	188	368	367	288	133.9	25.0	27.8
Furniture and house furnishings	83	98	5	1,705	1,544	1,088	81	58	134	122	109	56.7	39.7	22.9
Groceries and foods (specialty lines)	49	70	36	26,798	26,386	23,602	1,413	1,149	1,080	1,174	1,230	25.2	23.0	12.2
Machinery, equipment and supplies	57	80	29	7,126	5,578	4,637	950	658	1,063	892	756	53.7	44.4	40.6
Plumbing and heating equipment and supplies	60	73	3	1,903	1,618	1,132	176	114	370	353	295	68.1	54.4	25.4

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF WASHINGTON

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	137	25	18	\$12,310	\$ 4,049	33	\$1,588	\$ 444	28
Beer, wines and liquors	78	15	19	7,692	1,849	24	479	138	29
Chemicals and paints	19	3	16	1,026	103	10	135	15	11
Clothing and furnishings	39	7	18	2,941	1,298	44	250	95	38
Dry goods (full and specialty lines)	19	7	37	2,465	1,699	69	189	142	75
Electrical goods	53	16	30	8,977	4,967	55	797	442	55
Farm supplies	31	9	29	4,849	1,456	30	215	78	36
Fruits and vegetables (fresh)	118	37	31	20,533	11,265	55	1,052	654	62
Furniture and house furnishings	22	3	14	3,122	810	26	259	71	27
Groceries (full line)	64	30	47	34,304	15,368	45	1,641	873	53
Groceries and foods (specialty lines)	259	48	19	24,869	5,027	20	1,769	470	27
Hardware	19	8	42	13,000	4,677	36	1,395	498	36
Jewelry and optical goods	23	7	30	1,874	1,184	63	253	164	65
Lumber and construction materials	66	21	32	21,694	11,535	53	1,073	591	55
Machinery, equipment and supplies	173	40	23	16,366	6,689	41	1,796	825	46
Paper and its products	30	9	30	4,222	2,132	50	544	260	48
Plumbing and heating equipment and supplies	20	9	45	2,531	1,407	56	303	182	60
Tobacco and its products (except leaf)	23	7	30	8,760	3,906	45	279	97	35
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	20	10	50	16,195	10,841	67	952	639	67
Chemicals and paints	20	16	80	6,560	6,307	96	630	601	95
Clothing and furnishings	5	3	60	702	526	75	30	27	90
Electrical goods	9	6	67	4,302	3,874	90	218	188	86
Furniture and house furnishings	6	5	83	1,107	1,088	98	61	58	95
Groceries and foods (specialty lines)	74	36	49	34,121	23,802	70	1,587	1,149	72
Machinery, equipment and supplies	51	29	57	5,812	4,637	80	858	658	77
Plumbing and heating equipment and supplies	5	3	60	1,560	1,132	73	147	114	78

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF WEST VIRGINIA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938		1ST QR.	2ND QR.
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.	1937 To 1938	1937 To 1938
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30	1937 To 1938	1937 To 1938
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	24	37	16	\$ 2,116	\$ 458	\$ 558	\$ 540	\$ 560	\$ 336	\$ 355	-26.6	-36.4
Beer, wines and liquors	11	16	7	1,086	227	322	322	215	174	236	-23.3	-26.7
Clothing and furnishings	63	86	5	1,126	262	284	318	262	173	206	-34.0	-27.5
Drugs (full line)	71	65	5	2,300	615	548	564	573	457	487	-25.7	-11.1
Dry goods (full line)	50	54	5	5,174	1,124	1,175	1,420	1,455	830	828	-26.2	-29.5
Electrical goods	24	51	6	3,615	902	1,140	875	698	564	565	-37.5	-50.4
Farm supplies	17	18	5	433	111	134	103	85	81	99	-27.0	-26.1
Fruits and vegetables (fresh)	16	40	12	3,808	922	1,129	859	898	768	980	-16.7	-13.2
Furniture and house furnishings	44	73	4	1,909	402	682	477	348	237	271	-41.0	-60.3
Groceries (full line)	34	32	23	9,964	2,381	2,539	2,683	2,361	2,038	2,100	-14.4	-17.3
Groceries and foods (specialty lines)	10	11	8	995	245	252	245	253	218	207	-11.0	-17.9
Hardware	17	17	4	1,715	383	485	456	391	328	343	-14.4	-29.3
Lumber and construction materials	20	35	8	1,985	387	657	548	393	283	377	-26.9	-42.6
Machinery, equipment and supplies	29	30	17	6,103	1,691	1,763	1,503	1,146	793	814	-53.1	-53.8
Plumbing and heating equipment and supplies	64	73	7	1,851	359	494	538	460	292	304	-18.7	-38.5
Tobacco and its products (except leaf)	29	59	6	6,425	1,521	1,637	1,718	1,549	1,366	1,473	-10.2	-10.0
MANUFACTURERS' SALES BRANCHES (with stocks)												
Chemicals and paints	83	99	5	2,472	583	723	579	587	493	448	-15.4	-38.0
Groceries and foods (specialty lines)	59	93	29	19,655	4,639	4,924	5,282	4,810	3,861	3,972	-16.8	-19.3
Jewelry and optical goods	100	100	4	219	58	51	59	51	48	41	-17.2	-19.6
Machinery, equipment and supplies	54	47	13	1,612	412	418	406	376	295	269	-28.4	-35.6

— DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

STATE OF WEST VIRGINIA

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	24	37	16	\$ 2,116	\$ 2,034	\$ 1,818	\$263	\$191	\$ 434	\$ 367	\$ 313	16.4	37.7	38.7
Beer, wines and liquors	11	16	7	1,086	1,089	688	72	53	28	28	25	57.8	35.8	12.0
Clothing and furnishings	63	86	5	1,126	1,254	1,187	130	140	263	333	308	- 5.1	- 7.1	-14.6
Drugs (full line)	71	65	5	2,300	2,162	1,873	195	148	483	432	433	22.8	31.8	11.5
Dry goods (full line)	50	54	5	5,174	5,005	4,291	459	385	1,081	990	839	20.6	19.2	28.8
Electrical goods	24	51	6	3,615	3,445	2,582	441	295	444	416	350	40.0	49.5	26.9
Farm supplies	17	18	5	433	424	375	25	11	29	33	29	15.5	127.3	0.0
Fruits and vegetables (fresh)	16	40	12	3,808	3,777	2,900	220	179	73	71	56	31.3	22.9	30.4
Furniture and house furnishings	44	73	4	1,909	1,561	1,126	176	110	246	236	229	69.5	60.0	7.4
Groceries (full line)	34	32	23	9,964	9,745	8,757	524	455	1,373	1,376	1,312	13.8	15.2	4.6
Groceries and foods (specialty lines)	10	11	8	995	923	796	88	67	70	67	51	25.0	31.3	37.3
Hardware	17	17	4	1,715	1,711	1,417	206	160	468	431	435	21.0	28.8	7.6
Lumber and construction materials	20	35	8	1,985	1,755	1,241	287	156	271	250	228	60.0	84.0	18.9
Machinery, equipment and supplies	29	30	17	6,103	4,696	3,533	641	404	875	785	685	72.7	58.7	27.7
Plumbing and heating equipment and supplies	64	73	7	1,851	1,511	989	169	96	221	199	168	87.2	76.0	31.5
Tobacco and its products (except leaf)	29	59	6	6,425	6,619	5,993	273	199	156	122	149	7.2	37.2	4.7
MANUFACTURERS' SALES BRANCHES (with stocks)														
Chemicals and paints	83	99	5	2,472	2,413	1,874	96	90	258	173	162	31.9	6.7	59.3
Groceries and foods (specialty lines)	59	93	29	19,655	19,393	17,117	806	603	624	645	573	14.8	33.7	8.9
Jewelry and optical goods	100	100	4	219	203	160	39	31	24	18	16	36.9	25.8	50.0
Machinery, equipment and supplies	54	47	13	1,612	1,662	1,401	262	176	324	277	217	15.1	48.9	49.3

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF WEST VIRGINIA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	66	16	24	\$ 4,905	\$1,818	37	\$ 563	191	34
Beer, wines and liquors	63	7	11	4,210	688	16	339	53	16
Clothing and furnishings	8	5	63	1,377	1,187	86	159	140	88
Drugs (full line)	7	5	71	2,896	1,873	65	215	148	69
Dry goods (full line)	10	5	50	7,937	4,291	54	703	385	55
Electrical goods	25	6	24	5,025	2,582	51	527	295	56
Farm supplies	30	5	17	2,140	375	18	125	11	9
Fruits and vegetables (fresh)	74	12	16	7,281	2,900	40	450	179	40
Furniture and house furnishings	9	4	44	1,536	1,126	73	161	110	68
Groceries (full line)	67	23	34	27,352	8,757	32	1,425	455	32
Groceries and foods (specialty lines)	82	8	10	7,552	796	11	438	67	15
Hardware	24	4	17	8,113	1,417	17	896	160	18
Lumber and construction materials	40	8	20	3,596	1,241	35	392	156	40
Machinery, equipment and supplies	58	17	29	11,720	3,533	30	1,167	404	35
Plumbing and heating equipment and supplies	11	7	64	1,346	989	73	131	96	73
Tobacco and its products (except leaf)	21	6	29	10,129	5,993	59	291	199	68
MANUFACTURERS' SALES BRANCHES (with stocks)									
Chemicals and paints	6	5	83	1,892	1,874	99	93	90	97
Groceries and foods (specialty lines)	49	29	59	18,358	17,117	93	708	603	85
Jewelry and optical goods	4	4	100	160	160	100	31	31	100
Machinery, equipment and supplies	24	13	54	2,974	1,401	47	283	176	62

* Pay roll includes compensation of full time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF WISCONSIN

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST Q. 1937 To 1ST Q. 1938	2ND Q. 1937 To 2ND Q. 1938		
					1ST Q.	2ND Q.	3RD Q.	4TH Q.	1ST Q.	2ND Q.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	27	34	35	\$ 4,453	\$ 952	\$ 1,162	\$1,210	\$1,129	\$ 741	\$ 975	-22.2	-16.1		
Beer, wines and liquors	8	8	21	3,260	709	818	867	866	560	729	-21.0	-10.9		
Chemicals and paints	30	61	10	2,013	397	608	555	453	347	507	-12.6	-16.6		
Clothing and furnishings	31	47	17	2,336	510	479	702	645	350	439	-31.4	- 8.4		
Drugs (full line)	43	28	3	1,778	414	438	471	455	408	389	- 1.5	-11.2		
Dry goods (specialty lines)	50	61	5	631	202	119	198	112	181	115	-10.4	- 3.4		
Electrical goods	25	52	12	8,692	1,888	2,739	2,144	1,921	1,381	1,647	-26.9	-39.9		
Farm supplies	12	24	7	3,028	950	964	460	654	760	493	-20.0	-48.9		
Fruits and vegetables (fresh)	25	38	23	8,915	2,009	2,676	2,279	1,951	1,791	2,465	-10.9	- 7.9		
Groceries (full line)	41	50	25	23,896	5,575	5,899	6,810	5,612	5,088	5,408	- 8.7	- 8.3		
Groceries and foods (specialty lines)	15	36	40	9,073	2,044	2,208	2,445	2,376	1,891	2,058	- 7.5	- 6.8		
Hardware	24	46	6	6,351	1,397	1,770	1,676	1,508	1,054	1,469	-24.6	-17.0		
Jewelry and optical goods	22	46	4	656	113	128	173	242	109	109	- 3.5	-14.8		
Lumber and construction materials	21	21	10	1,992	478	624	515	375	224	328	-53.1	-47.4		
Machinery, equipment and supplies	26	39	37	8,798	2,275	2,563	2,117	1,843	1,730	2,011	-24.0	-21.5		
Paper and its products	36	52	17	4,199	968	1,101	1,205	925	841	887	-13.1	-19.4		
Plumbing and heating equipment and supplies	40	45	16	4,793	970	1,266	1,339	1,218	761	1,012	-21.5	-20.1		
Tobacco and its products (except leaf)	15	32	11	7,184	1,509	1,787	1,920	1,968	1,535	1,728	+ 1.7	+ 0.1		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	72	93	13	43,318	10,571	14,237	9,975	8,535	7,401	7,036	-30.0	-50.6		
Chemicals and paints	60	34	3	1,201	324	357	310	210	222	217	-31.5	-39.2		
Electrical goods	56	81	5	5,615	1,392	1,596	1,566	1,061	985	928	-29.2	-41.9		
Groceries and foods (specialty lines)	35	70	33	26,818	6,258	6,779	7,172	6,609	5,337	6,177	- 6.7	- 8.9		
Jewelry and optical goods	83	96	5	555	146	129	148	132	122	111	-16.4	-14.0		
Machinery, equipment and supplies	53	83	25	12,662	2,662	4,472	3,361	2,167	2,652	3,439	- 0.4	-23.1		
Plumbing and heating equipment and supplies	75	68	3	948	191	259	266	232	145	194	-24.1	-25.1		
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	6	3,608	965	1,115	782	746	663	1,037	-31.3	- 7.0		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF WISCONSIN

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	27	34	35	\$4,453	\$4,170	\$3,762	\$ 566	\$ 509	\$ 839	\$ 722	\$ 663	18.4	11.2	26.5
Beer, wines and liquors	8	8	21	3,260	2,670	2,196	245	174	269	291	133	48.5	40.8	102.3
Chemicals and paints	30	61	10	2,013	1,776	1,361	328	193	434	428	368	47.9	69.9	12.4
Clothing and furnishings	31	47	17	2,336	2,874	2,788	284	338	388	363	375	-16.2	-16.0	3.5
Drugs (full line)	43	28	3	1,778	1,635	1,518	138	133	416	368	337	17.1	3.8	23.4
Dry goods (specialty lines)	50	61	5	631	590	530	90	56	138	141	95	19.1	60.7	45.3
Electrical goods	25	52	12	8,692	6,637	4,924	674	426	672	456	396	76.5	58.2	68.7
Farm supplies	12	24	7	3,023	2,845	2,515	203	187	430	388	371	20.4	8.6	15.9
Fruits and vegetables (fresh)	25	38	23	8,915	8,411	6,936	496	368	174	187	146	22.5	34.8	19.2
Groceries (full line)	41	50	25	23,896	23,040	21,294	1,425	1,349	2,749	2,921	2,592	12.3	5.6	6.1
Groceries and foods (specialty lines)	15	36	40	9,073	8,423	7,716	659	569	612	563	457	17.6	15.8	33.9
Hardware	24	46	6	6,351	6,002	4,958	775	608	1,825	1,651	1,375	28.1	27.5	32.7
Jewelry and optical goods	22	46	4	656	548	426	94	70	119	79	69	54.0	34.3	72.5
Lumber & construction materials	21	21	10	1,992	1,666	1,235	114	72	87	83	77	61.3	58.3	13.0
Machinery, equipment and supplies	26	39	37	8,798	7,701	5,953	1,090	827	1,152	1,108	920	50.3	31.8	25.2
Paper and its products	36	52	17	4,199	3,925	3,249	469	399	630	593	568	29.2	17.5	10.9
Plumbing and heating equipment and supplies	40	45	16	4,793	4,159	3,105	497	401	792	765	660	54.4	23.9	20.0
Tobacco and its products (except leaf)	15	32	11	7,184	6,512	5,806	201	160	266	236	232	23.7	25.6	14.7
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	72	93	13	43,318	37,625	27,811	1,210	808	1,225	1,039	1,000	55.8	49.8	22.5
Chemicals and paints	60	34	3	1,201	1,374	617	80	50	41	45	53	94.7	60.0	-22.6
Electrical goods	56	81	5	5,615	4,282	3,010	177	142	215	199	120	86.5	24.6	79.2
Groceries and foods (specialty lines)	35	70	33	26,818	24,810	22,159	1,043	895	512	532	466	21.0	16.5	9.8
Jewelry and optical goods	83	96	5	555	518	452	130	117	70	66	56	22.8	11.1	25.0
Machinery, equipment and supplies	53	23	25	12,662	11,026	8,722	1,050	780	1,969	1,762	954	45.2	34.6	106.4
Plumbing and heating equipment and supplies	75	68	3	948	753	505	88	53	182	161	159	87.7	66.0	14.5
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	6	3,608	2,904	2,940	98	81	35	21	28	22.7	21.0	25.0

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

STATE OF WISCONSIN

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	131	35	27	\$11,227	\$ 3,762	34	\$1,381	\$ 509	37
Beer, wines and liquors	268	21	8	27,545	2,196	8	1,629	174	11
Chemicals and paints	33	10	30	2,216	1,361	61	313	193	62
Clothing and furnishings	54	17	31	5,983	2,788	47	645	338	52
Drugs (full line)	7	3	43	5,356	1,518	28	450	133	30
Dry goods (specialty lines)	10	5	50	862	530	61	97	56	58
Electrical goods	48	12	25	9,389	4,924	52	907	426	47
Farm supplies	57	7	12	10,673	2,515	24	578	187	32
Fruits and vegetables (fresh)	93	23	25	18,433	6,936	38	1,021	368	36
Groceries (full line)	61	25	41	42,899	21,284	50	2,409	1,349	56
Groceries and foods (specialty lines)	262	40	15	21,712	7,716	36	1,647	569	35
Hardware	25	6	24	10,841	4,958	46	1,218	608	50
Jewelry and optical goods	18	4	22	930	426	46	158	70	44
Lumber and construction materials	47	10	21	5,998	1,235	21	513	72	14
Machinery, equipment and supplies	145	37	26	15,168	5,853	39	2,066	827	40
Paper and its products	47	17	36	6,308	3,249	52	802	399	50
Plumbing and heating equipment and supplies	40	16	40	6,948	3,105	45	871	401	46
Tobacco and its products (except leaf)	75	11	15	17,948	5,806	32	560	160	29
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	18	13	72	30,065	27,811	93	935	808	86
Chemicals and paints	5	3	60	1,796	617	34	199	50	25
Electrical goods	9	5	56	3,732	3,010	81	221	142	64
Groceries and foods (specialty lines)	95	33	35	31,547	22,159	70	1,309	895	68
Jewelry and optical goods	6	5	83	469	452	96	121	117	97
Machinery, equipment and supplies	47	25	53	10,472	8,722	83	1,075	780	73
Plumbing and heating equipment and supplies	4	3	75	745	505	68	76	53	70
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	6	--	x	2,940	--	x	81	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.



CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

13 LARGEST CITIES

Three tables are given hereinafter for each of the 13 Cities having, in 1930, a population of more than 500,000. Table 1 presents net sales of identical establishments by quarters for the year 1937 and the first half of 1938; in Table 2 sales, pay roll and inventory data of identical establishments are given for 1935, 1936 and 1937; and Table 3 compares the sample in this Survey with the 1935 Census totals. For convenience in using the information the percent sample, establishments and sales, is reproduced in Tables 1 and 2. Data are presented in each table by trades or kind-of-business groups for service and limited-function wholesalers and for manufacturers' sales branches.

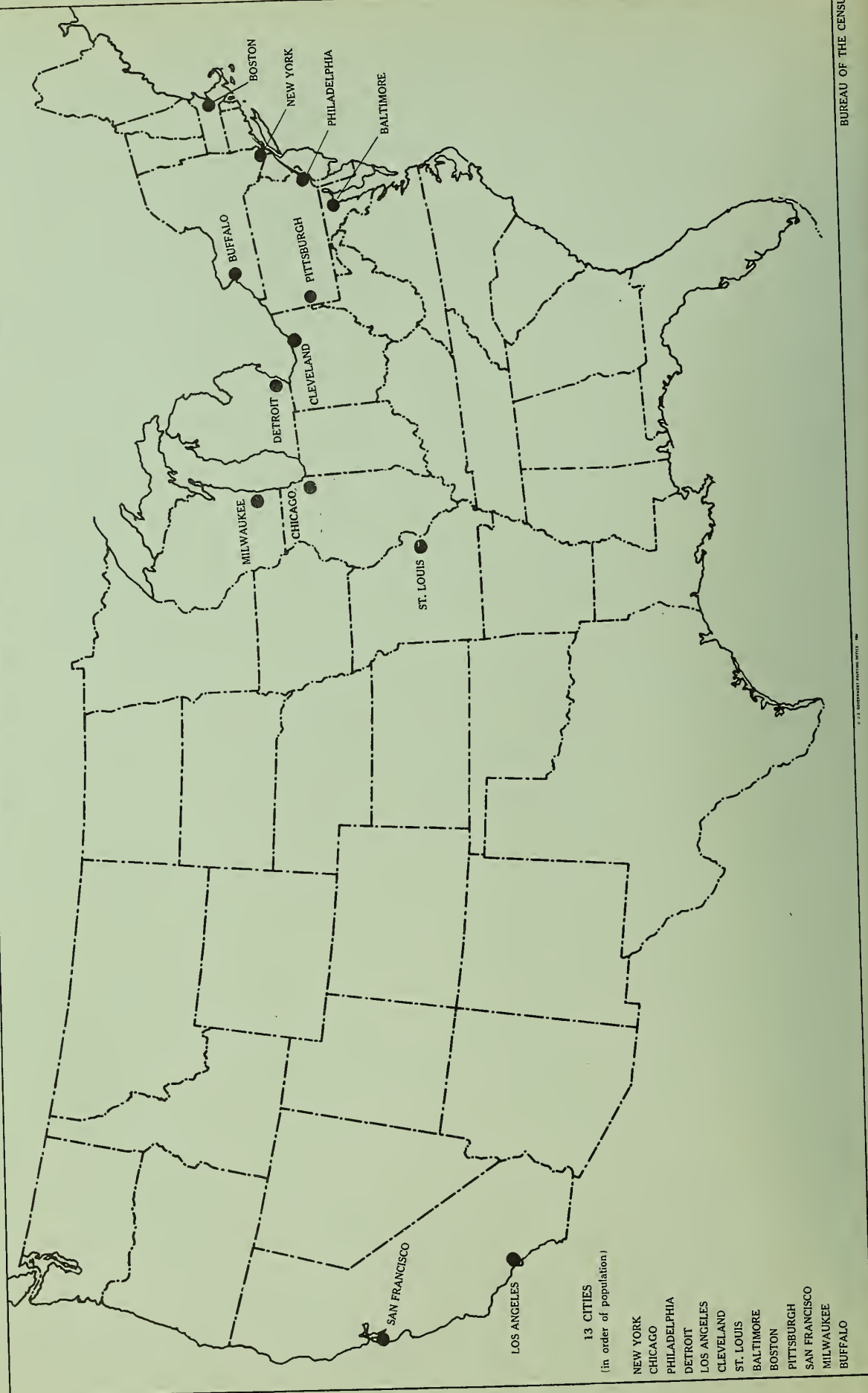
Tables for the 13 largest Cities are arranged as follows:

<u>CITY</u>	Table 1 Page	Table 2 Page	Table 3 Page
Baltimore	111	112	113
Boston	114	115	116
Buffalo	117	118	119
Chicago	120	121	122
Cleveland	123	124	125
Detroit	126	127	128
Los Angeles	129	130	131
Milwaukee	132	133	134
New York	135	136	137
Philadelphia	138	139	140
Pittsburgh	141	142	143
St. Louis	144	145	146
San Francisco	147	148	149

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

MAP 2.--13 CITIES WITH A POPULATION OF MORE THAN 500,000



CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF BALTIMORE

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. Of ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1938	2ND QR. 1937 To 1938		
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30	1ST QR. 1938	2ND QR. 1938		
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	7	12	3	\$ 367	\$ 71	\$ 83	\$ 107	\$ 106	\$ 67	\$ 76	- 5.6	- 8.4		
Beer, wines and liquors	10	11	4	2,016	457	508	435	616	395	342	-13.6	-32.7		
Chemicals and paints	19	50	4	1,067	210	313	290	254	201	269	- 4.3	-14.1		
Clothing and furnishings	9	31	9	4,411	1,258	1,019	1,379	755	1,034	899	-17.8	-11.8		
Drugs and drug sundries	24	1/	6	3,469	863	804	796	1,006	841	755	- 2.6	- 6.1		
Dry goods (specialty lines)	7	7	3	698	219	206	129	144	165	141	-24.7	-31.6		
Electrical goods	28	53	9	6,249	1,510	1,877	1,550	1,312	1,118	1,305	-26.0	-30.5		
Farm supplies	29	49	5	2,806	977	895	630	304	891	684	- 8.8	-23.6		
Fruits and vegetables (fresh)	11	27	10	4,051	833	1,296	1,073	849	661	1,039	-20.6	-19.8		
Furniture and house furnishings	19	1/	4	534	91	123	147	173	89	117	- 2.2	- 4.9		
Groceries and foods (specialty lines)	16	35	33	10,004	2,493	2,461	2,566	2,484	2,112	2,209	-15.3	-10.2		
Hardware, plumbing and heating	11	19	5	1,644	309	450	429	456	294	390	- 4.9	-13.3		
Jewelry and optical goods	38	38	6	1,716	257	325	465	669	228	260	-11.3	-20.0		
Lumber and construction materials	23	28	9	2,941	661	920	771	589	506	575	-23.5	-37.5		
Machinery, equipment and supplies	20	47	21	6,810	1,688	1,986	1,695	1,441	1,318	1,552	-21.9	-21.9		
Paper and its products	16	20	7	1,442	360	413	344	325	303	298	-15.8	-27.8		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	33	11	3	4,381	1,005	1,170	1,115	1,091	950	933	- 5.5	-20.3		
Chemicals and paints	50	75	4	1,264	290	315	362	297	246	201	-15.2	-36.2		
Furniture and house furnishings	100	100	3	1,206	260	322	293	331	310	246	+19.2	-23.6		
Groceries and foods (specialty lines)	48	83	12	39,465	10,580	9,208	10,947	8,730	8,575	8,584	-19.0	- 6.8		
Lumber and construction materials	57	1/	4	1,658	274	545	461	378	374	438	+36.5	-19.6		
Machinery, equipment and supplies	58	1/	18	5,473	1,531	1,727	1,231	984	1,326	1,234	-13.4	-28.5		
Plumbing and heating equipment and supplies	43	42	3	978	150	228	314	286	130	187	-13.3	-18.0		
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	7	3,567	712	903	1,047	905	525	788	-26.3	-12.7		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CITY OF BALTIMORE

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	7	12	3	\$ 367	\$ 371	\$ 359	\$ 75	\$ 74	\$ 85	\$ 86	\$ 82	2.2	1.4	3.7
Beer, wines and liquors	10	11	4	2,016	1,783	1,464	169	109	182	144	117	37.7	55.0	55.6
Chemicals and paints	19	50	4	1,067	1,124	1,054	56	47	87	106	81	1.2	19.1	7.4
Clothing and furnishings	9	31	9	4,411	4,126	2,668	330	262	436	432	348	65.3	26.0	25.3
Drugs and drug sundries	24	1/	6	3,469	3,096	2,843	218	150	440	414	217	22.0	45.3	102.8
Dry goods (specialty lines)	7	7	3	698	646	532	38	38	277	202	195	31.2	0.0	42.1
Electrical goods	28	53	9	6,249	4,771	3,717	471	285	618	502	402	68.1	65.3	53.7
Farm supplies	29	49	5	2,806	2,398	2,019	225	181	552	688	350	39.0	24.3	57.7
Fruits and vegetables (fresh)	11	27	10	4,051	3,985	2,625	127	76	9	11	8	54.3	67.1	12.5
Furniture and house furnishings	19	1/	4	534	552	451	28	25	110	102	121	18.4	12.0	9.1
Groceries and foods (specialty lines)	16	35	33	10,004	9,540	8,724	769	715	547	574	442	14.7	7.6	23.8
Hardware, plumbing and heating	11	19	5	1,644	1,389	1,115	155	120	216	175	167	47.4	29.2	29.3
Jewelry and optical goods	38	38	6	1,716	1,463	1,206	151	95	318	294	211	42.3	58.9	50.7
Lumber and construction materials	23	28	9	2,941	2,367	1,716	248	153	244	195	148	71.4	62.1	64.9
Machinery, equipment and supplies	20	47	21	6,810	5,500	4,448	823	598	889	824	766	53.1	37.6	16.1
Paper and its products	16	20	7	1,442	1,285	1,178	143	136	119	129	112	22.4	5.1	6.3
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	33	11	3	4,381	3,985	2,376	433	287	557	439	240	84.4	50.9	132.1
Chemicals and paints	50	75	4	1,264	1,142	1,040	69	64	110	92	101	21.5	7.8	8.9
Furniture and house furnishings	100	100	3	1,206	1,085	x	96	x	27	42	x	--	--	--
Groceries and foods (specialty lines)	48	83	12	39,465	38,104	34,576	1,264	795	1,079	1,138	1,087	14.1	59.0	0.7
Lumber and construction materials	57	1/	4	1,658	1,089	1,010	165	99	62	50	47	64.2	66.7	31.9
Machinery, equipment and supplies	58	1/	18	5,473	4,378	3,490	652	474	635	624	465	56.8	37.6	36.6
Plumbing and heating equipment and supplies	43	42	3	978	874	489	72	35	45	74	41	100.0	105.7	9.8
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	7	3,567	2,571	2,754	138	113	11	15	11	29.5	22.1	0.0

— DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF BALTIMORE

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	42	3	7	\$ 2,927	\$ 359	12	\$ 449	\$ 74	16
Beer, wines and liquors	40	4	10	12,858	1,464	11	808	109	13
Chemicals and paints	21	4	19	2,127	1,054	50	168	47	28
Clothing and furnishings	100	9	9	8,679	2,668	31	586	262	45
Drugs and drug sundries	25	6	24	x	2,843	--	x	150	--
Dry goods (specialty lines)	46	3	7	7,231	532	7	580	38	7
Electrical goods	32	9	28	7,038	3,717	53	683	285	42
Farm supplies	17	5	29	4,159	2,019	49	246	181	74
Fruits and vegetables (fresh)	90	10	11	9,648	2,625	27	387	76	20
Furniture and house furnishings	21	4	19	x	451	--	x	25	--
Groceries and foods (specialty lines)	211	33	16	24,994	8,724	35	1,916	715	37
Hardware,plumbing and heating	45	5	11	5,800	1,115	19	762	120	16
Jewelry and optical goods	16	6	38	3,189	1,206	38	189	95	50
Lumber and construction materials	40	9	23	6,151	1,716	28	601	153	25
Machinery, equipment and supplies	103	21	20	9,425	4,448	47	1,262	598	47
Paper and its products	44	7	16	5,862	1,178	20	517	136	26
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	9	3	33	21,823	2,376	11	597	287	48
Chemicals and paints	8	4	50	1,381	1,040	75	103	64	62
Furniture and house furnishings	3	3	100	x	x	100	x	x	100
Groceries and foods (specialty lines)	25	12	48	41,608	34,576	83	1,330	795	60
Lumber and construction materials	7	4	57	x	1,010	--	x	99	--
Machinery, equipment and supplies	31	18	58	x	3,490	--	x	474	--
Plumbing and heating equipment and supplies	7	3	43	1,174	489	42	114	35	31
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	7	--	x	2,754	--	x	113	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CITY OF BOSTON

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30	3RD QR. July 1 Sept. 30	4TH QR. Oct. 1 Dec. 31	1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	14	26	10	\$ 7,532	\$ 2,021	\$ 2,107	\$ 1,886	\$ 1,518	\$ 1,255	\$ 1,514	-37.9	-28.1
Beer, winee and liquors	23	32	15	10,625	2,255	2,584	2,814	2,972	2,384	2,834	+ 5.7	+ 9.7
Chemicals and paints	32	52	14	6,170	1,735	1,701	1,578	1,156	1,211	1,288	-30.2	-24.3
Clothing and furnishings	15	18	33	7,290	1,627	1,798	1,977	1,888	1,270	1,710	-21.9	- 4.9
Drugs and drug sundries	17	29	4	4,221	1,088	1,011	1,099	1,023	934	947	-14.2	- 6.3
Dry goods (specialty lines)	15	14	16	3,084	1,001	677	696	710	855	478	-14.6	-29.4
Electrical goods	18	67	9	16,490	4,052	5,115	3,947	3,376	2,406	3,303	-40.6	-35.4
Fruits and vegetables (fresh)	17	39	24	17,824	3,887	5,677	4,812	3,448	3,378	5,030	-13.1	-11.4
Furniture and house furnishings	17	36	12	5,232	1,142	1,601	1,284	1,205	808	1,238	-29.2	-22.7
Groceries (full line)	16	6	4	1,975	416	516	543	500	429	458	+ 3.1	-11.2
Groceries and foods (specialty lines)	24	32	67	24,571	5,853	6,134	6,643	5,941	5,411	5,352	- 7.6	-12.7
Hardware	29	60	5	1,763	394	491	418	460	379	455	- 3.8	- 7.3
Jewelry and optical goods	8	15	5	969	222	240	241	266	180	206	-18.9	-14.2
Lumber and construction materials	19	24	5	3,699	798	886	861	1,154	451	606	-43.5	-31.6
Machinery, equipment and supplies	20	38	37	8,235	2,020	2,507	1,942	1,766	1,546	1,732	-23.5	-30.9
Paper and its products	14	35	12	5,803	1,647	1,588	1,327	1,241	1,234	1,132	-25.1	-28.7
Plumbing and heating equipment and supplies	17	34	6	2,062	431	492	550	589	305	385	-29.2	-21.7
Tobacco and its products (except leaf)	10	8	3	1,802	401	467	461	473	434	475	+ 8.2	+ 1.7
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	52	82	13	30,923	6,644	10,515	7,067	6,697	3,565	5,183	-46.3	-50.7
Beer, wines and liquors	50	52	3	6,302	1,554	1,533	1,252	1,963	1,522	1,406	- 2.1	- 8.3
Chemicals and paints	49	29	18	6,841	1,688	1,807	1,873	1,473	1,341	1,302	-20.6	-27.9
Clothing and furnishings	25	1/	3	1,351	258	369	338	386	257	331	- 0.4	-10.3
Dry goods (specialty lines)	56	48	5	2,361	803	612	589	357	557	455	-30.6	-25.7
Furniture and house furnishings	88	1/	7	3,650	904	1,032	873	841	652	750	-27.9	-27.3
Groceries and foods (specialty lines)	62	82	21	65,511	17,160	15,748	16,752	15,851	15,327	15,184	-10.7	- 3.6
Hardware	100	100	3	2,324	641	661	571	451	401	339	-37.4	-48.7
Jewelry and optical goods	100	100	4	989	265	255	234	235	189	209	-28.7	-18.0
Machinery, equipment and supplies	67	48	58	20,309	5,077	5,866	5,224	4,142	3,795	4,558	-25.3	-22.3
Plumbing and heating equipment and supplies	63	69	10	4,830	1,044	1,496	1,202	1,088	706	909	-32.4	-39.2
COMMISSION MERCHANTS												
Fruits and vegetablee (fresh)	1/	1/	7	9,266	2,357	2,963	1,787	2,159	1,898	2,574	-19.5	-13.1

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF BOSTON

TABLE 2.-- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	14	26	10	\$ 7,532	\$ 7,153	\$ 6,076	\$ 559	\$ 507	\$ 846	\$ 613	\$ 469	24.0	10.3	80.4
Beer, wines and liquors	23	32	15	10,625	9,671	8,074	812	579	1,177	868	824	31.6	40.2	42.8
Chemicals and paints	32	52	14	6,170	6,096	5,491	594	386	525	480	349	12.4	53.9	50.4
Clothing and furnishings	15	18	33	7,290	7,378	6,562	631	566	1,144	1,073	840	11.1	11.5	36.2
Drugs and drug sundries	17	29	4	4,221	4,164	4,176	277	252	464	477	490	1.1	9.9	5.3
Dry goods (specialty lines)	15	14	16	3,084	2,922	2,534	217	204	453	390	400	21.7	6.4	13.3
Electrical goods	18	67	9	16,490	13,198	10,745	1,337	947	1,359	928	868	53.5	41.2	56.6
Fruits and vegetables (fresh)	17	39	24	17,824	16,688	13,762	698	584	91	89	71	29.5	19.5	28.2
Furniture & house furnishings	17	36	12	5,232	5,029	4,137	473	371	1,137	1,252	1,079	26.5	27.5	5.4
Groceries (full line)	16	6	4	1,975	1,734	1,542	107	57	299	256	240	28.1	87.7	24.6
Groceries and foods (specialty lines)	24	32	67	24,571	23,352	22,108	1,941	1,681	1,362	1,443	1,313	11.1	15.5	3.7
Hardware	29	60	5	1,763	1,641	1,551	205	198	356	344	330	13.7	3.5	7.9
Jewelry and optical goods	8	15	5	969	937	804	154	135	266	244	240	20.5	14.1	10.8
Lumber and construction materials	19	24	5	3,699	3,281	2,606	413	249	200	170	200	41.9	65.9	0.0
Machinery, equipment and supplies	20	38	37	8,235	7,524	6,952	1,061	881	1,333	1,174	1,133	18.5	20.4	17.7
Paper and its products	14	35	12	5,803	5,357	4,690	772	626	754	733	657	23.7	23.3	14.8
Plumbing and heating equipment & supplies	17	34	6	2,062	2,200	1,766	313	268	431	494	362	16.8	16.8	19.1
Tobacco and its products (except leaf)	10	8	3	1,802	1,746	1,551	28	26	48	37	34	16.2	7.7	41.2
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	52	82	13	30,923	27,376	23,564	960	909	1,648	1,406	1,211	31.2	5.6	36.1
Beer, wines and liquors	50	52	3	6,302	6,856	4,472	144	110	240	212	147	40.9	30.9	63.3
Chemicals and paints	49	29	18	6,841	6,546	6,033	572	471	468	425	448	13.4	21.4	4.5
Clothing and furnishings	25	1/	3	1,351	1,583	1,310	137	121	113	88	100	3.1	13.2	13.0
Dry goods (specialty lines)	56	48	5	2,361	2,454	2,418	170	164	258	151	184	- 2.4	3.7	40.2
Furniture & house furnishings	88	1/	7	3,650	3,388	2,809	259	201	171	164	140	29.9	28.9	22.1
Groceries and foods (specialty lines)	62	82	21	65,511	62,315	57,615	1,314	1,252	1,582	1,991	1,449	13.7	5.0	9.2
Hardware	100	100	3	2,324	1,996	x	167	x	82	77	x	--	--	--
Jewelry and optical goods	100	100	4	989	970	903	183	170	210	195	168	9.5	7.6	25.0
Machinery, equipment and supplies	67	48	58	20,309	18,610	14,141	2,614	1,975	1,703	1,658	1,361	43.6	32.4	25.1
Plumbing and heating equipment & supplies	63	69	10	4,830	4,178	3,304	465	348	755	637	496	46.2	33.6	52.2

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

x 1935 Figures withheld to avoid disclosure.

1937 SURVEY COMPARED WITH 1935 CENSUS

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

.x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF BUFFALO

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET * SALES %			1937				1938		1ST QR.	2ND QR.
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.	1937	1937
											To	To
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30	1ST QR. 1938	2ND QR. 1938
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Beer, winee and liquore	31	30	4	\$ 2,275	\$ 535	\$ 575	\$ 472	\$ 693	\$ 445	\$ 553	-16.8	- 3.8
Chemicals and paints	29	33	5	550	105	183	152	110	98	162	- 6.7	-11.5
Electrical goods	48	78	10	7,617	1,531	2,213	1,812	2,061	1,342	1,671	-12.3	-24.5
Fruits and vegetables (fresh)	17	38	8	4,226	1,023	1,223	1,054	926	804	968	-21.4	-20.9
Groceries (full line)	25	27	3	2,034	472	526	523	513	454	447	- 3.8	-15.0
Groceries and foode (specialty lines)	17	41	11	2,664	635	659	697	673	581	592	- 8.5	-10.2
Hardware, plumbing and heating	30	34	6	4,499	1,040	1,206	1,186	1,067	675	622	-35.1	-48.4
Jewelry and optical goode	30	27	6	532	121	123	156	132	85	94	-29.8	-23.6
Lumber and constnuction materiale	38	62	11	4,031	975	1,055	1,121	880	621	635	-36.3	-39.8
Machinery, equipment and supplies	25	27	15	1,952	456	570	480	446	372	328	-18.4	-42.5
Paper and its products	20	18	5	1,027	307	285	235	200	180	188	-41.4	-34.0
Tobacco and its producte (except leaf)	17	38	4	3,705	762	955	1,017	971	760	924	- 0.3	- 3.2
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	63	94	10	41,822	8,254	12,992	10,683	9,893	4,528	6,262	-45.1	-51.8
Electrical goods	57	93	4	11,630	3,632	3,212	2,503	2,283	1,773	2,083	-51.2	-35.2
Furniture and house furnishinge	60	81	3	1,510	353	446	388	323	246	309	-30.3	-30.7
Groceries and foods (specialty lines)	71	68	12	11,541	2,684	2,827	2,974	3,056	2,401	2,476	-10.5	-12.4
Lumber and construction materials	60	67	3	1,976	358	527	646	445	332	436	- 7.3	-17.3
Machinery, equipment and supplies	62	80	18	6,740	1,683	2,058	1,626	1,373	1,371	1,522	-18.5	-26.0
COMMISSION MERCHANTS												
Fruite and vegetablee (fresh)	1/	1/	4	1,060	232	309	267	252	194	320	-16.4	+ 3.6

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CEN5U5 SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF BUFFALO

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTAB- LISH- MENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Beer, wines and liquors	31	30	4	\$ 2,275	\$ 1,949	\$ 1,053	\$177	\$ 65	\$ 200	\$168	\$ 89	116.0	172.3	124.7
Chemicals and paints	29	33	5	550	510	433	75	65	89	77	69	27.0	15.4	29.0
Electrical goods	48	78	10	7,617	5,598	3,947	769	457	910	728	608	93.0	68.3	49.7
Fruite and vegetables (fresh)	17	38	8	4,226	4,114	3,769	102	78	45	75	79	12.1	30.8	43.0
Groceries (full line)	25	27	3	2,034	1,943	1,840	134	130	286	263	251	10.5	3.1	13.9
Groceries and foods (specialty lines)	17	41	11	2,664	2,800	3,143	173	196	190	234	173	-15.2	-11.7	9.8
Hardware, plumbing & heating	30	34	6	4,499	3,695	2,636	562	350	1,127	942	880	70.7	60.6	28.1
Jewelry and optical goods	30	27	6	532	460	294	96	52	108	106	57	81.0	84.6	89.5
Lumber and construction materials	38	62	11	4,031	3,293	2,425	615	325	947	806	724	66.2	89.2	30.8
Machinery, equipment and supplies	25	27	15	1,952	1,664	1,250	320	236	313	293	298	56.2	35.6	5.0
Paper and its products	20	18	5	1,027	935	820	83	61	216	243	214	25.2	36.1	0.9
Tobacco and its products (except leaf)	17	38	4	3,705	3,291	2,918	90	66	184	178	183	27.0	36.4	0.5
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	63	94	10	41,822	40,166	34,308	806	683	946	814	988	21.9	18.0	4.3
Electrical goods	57	93	4	11,630	9,283	6,857	399	336	660	544	388	69.6	18.8	70.1
Furniture and house furnishings	60	81	3	1,510	1,346	961	90	61	97	78	68	57.1	47.5	42.6
Groceries and foods (specialty lines)	71	68	12	11,541	10,942	9,735	626	459	317	345	267	18.6	36.4	18.7
Lumber and construction materials	60	67	3	1,976	1,665	840	102	55	226	184	219	135.2	85.5	3.2
Machinery, equipment and supplies	62	80	18	6,740	5,368	4,406	602	428	627	543	336	53.0	40.7	86.6
COMMISSION MERCHANTS														
Fruite and vegetables (fresh)	1/	1/	4	1,060	1,007	807	30	27	10	9	7	31.4	11.1	42.9

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF BUFFALO

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL.* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Beer, wines and liquors	13	4	31	\$ 3,533	\$ 1,053	30	\$231	\$ 65	28
Chemicals and paints	17	5	29	1,323	433	33	211	65	31
Electrical goods	21	10	48	5,034	3,947	78	619	457	74
Fruits and vegetables (fresh)	46	8	17	9,974	3,769	38	264	78	30
Groceries (full line)	12	3	25	6,750	1,840	27	360	130	36
Groceries and foods (specialty lines)	66	11	17	7,608	3,143	41	554	196	35
Hardware, plumbing and heating	20	6	30	7,803	2,636	34	908	350	39
Jewelry and optical goods	20	6	30	1,101	294	27	119	52	44
Lumber and construction materials	29	11	38	3,902	2,425	62	500	325	65
Machinery, equipment and supplies	59	15	25	4,578	1,250	27	703	236	34
Paper and its products	25	5	20	4,559	820	18	494	61	12
Tobacco and its products (except leaf)	23	4	17	7,736	2,918	38	196	66	34
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	16	10	63	36,357	34,308	94	838	683	82
Electrical goods	7	4	57	7,343	6,857	93	402	336	84
Furniture and house furnishings	5	3	60	1,181	961	81	90	61	68
Groceries and foods (specialty lines)	17	12	71	14,239	9,735	68	595	459	77
Lumber and construction materials	5	3	60	1,262	840	67	121	55	45
Machinery, equipment and supplies	29	18	62	5,499	4,406	80	597	428	72
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	4	--	x	807	--	x	27	--

* Pay roll includes compensation of full time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CITY OF CHICAGO

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30	3RD QR. July 1 Sept. 30	4TH QR. Oct. 1 Dec. 31	1ST QR. Jan. 1 Mar. 31	2ND QR. April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALESALES												
Automotive	17	33	41	\$ 23,150	\$ 5,713	\$ 7,078	\$ 5,543	\$ 4,816	\$ 3,400	\$ 3,586	-40.5	-49.3
Beer, wines and liquors	18	27	36	19,728	4,596	4,854	4,777	5,501	3,877	4,497	-15.6	-7.4
Chemicals and paints	25	46	22	6,754	1,585	2,037	1,696	1,436	1,349	1,572	-14.9	-22.8
Clothing and furnishings	18	25	48	11,520	3,115	2,942	2,891	2,572	2,322	2,261	-25.5	-23.1
Drugs (full line)	30	50	3	13,917	3,301	3,358	3,308	3,950	2,931	2,759	-11.2	-17.8
Drugs & drug sundries (specialty lines)	10	51	10	11,641	2,785	2,932	2,535	3,389	3,075	3,066	+10.4	+4.6
Dry goods (full and specialty lines)	18	38	27	30,270	8,312	7,435	7,650	6,873	5,870	5,076	-29.4	-31.7
Electrical goods	14	44	20	29,411	7,118	9,644	6,871	5,778	4,851	5,390	-31.8	-44.1
Fruits and vegetables (fresh)	14	29	32	21,815	5,516	6,438	4,998	4,863	4,570	5,578	-17.2	-13.4
Furniture and house furnishings	16	27	25	7,362	1,607	2,131	1,825	1,799	1,218	1,622	-24.2	-23.9
General merchandise	29	88	4	22,049	4,987	4,864	5,820	6,378	4,350	4,181	-12.8	-14.0
Groceries (full line)	39	57	17	46,980	11,018	11,120	11,981	12,861	9,770	9,824	-11.3	-11.7
Groceries and foods (specialty lines)	21	38	113	55,403	14,082	13,307	13,642	14,372	11,324	12,500	-19.6	-6.1
Hardware	20	75	10	16,958	3,720	4,524	4,526	4,188	2,982	3,435	-19.8	-24.1
Jewelry and optical goods	21	47	22	13,303	2,267	2,828	3,457	4,751	1,767	2,073	-22.1	-26.7
Lumber and construction materials	30	46	44	22,006	4,941	7,747	5,433	3,885	2,930	3,916	-40.7	-49.5
Machinery, equipment and supplies	22	39	83	38,810	10,079	10,762	10,000	7,969	6,659	6,541	-33.9	-39.2
Paper and its products	20	26	31	12,982	3,396	3,474	3,180	2,932	2,732	2,616	-19.6	-24.7
Plumbing and heating equipment and supplies	18	24	16	5,116	1,102	1,318	1,446	1,250	777	809	-29.5	-38.6
Tobacco and its products (except leaf)	9	9	6	3,900	857	947	1,030	1,066	773	860	-9.8	-9.2
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	46	86	16	71,274	14,326	23,016	17,435	16,497	9,765	13,548	-31.8	-41.1
Beer, wines and liquors	47	82	9	46,617	9,965	11,653	12,492	12,507	7,888	10,267	-20.8	-11.9
Chemicals and paints	58	1/	32	42,263	10,520	11,694	10,975	9,074	8,516	8,659	-19.1	-26.0
Clothing and furnishings	39	1/	14	16,466	3,566	3,987	3,903	5,010	3,249	3,456	-8.9	-13.3
Drugs & drug sundries (specialty lines)	38	1/	8	6,748	1,970	1,665	1,486	1,627	1,660	1,370	-15.7	-17.7
Dry goods (specialty lines)	45	48	10	4,457	1,492	1,254	949	762	968	830	-35.1	-33.8
Electrical goods	40	1/	17	59,944	17,760	16,326	13,236	12,620	10,492	9,232	-40.9	-43.5
Furniture and house furnishings	50	1/	9	9,107	2,227	2,815	2,172	1,893	1,519	1,497	-31.8	-46.8
Groceries and foods (specialty lines)	64	78	61	167,192	44,344	39,260	40,606	42,982	36,193	37,042	-18.4	-5.7
Hardware	56	79	5	3,386	943	1,055	792	596	490	454	-48.0	-57.0
Jewelry and optical goods	63	51	10	5,218	1,310	1,270	1,327	1,311	948	872	-27.6	-31.3
Lumber and construction materials	37	41	7	13,337	3,089	3,626	4,275	2,347	2,453	3,004	-20.6	-17.2
Machinery, equipment and supplies	58	65	95	71,803	17,743	20,311	18,383	15,366	13,384	13,132	-24.6	-35.3
Paper and its products	29	1/	7	18,876	4,711	5,461	4,959	3,745	3,302	3,419	-29.9	-37.4
Plumbing and heating equipment and supplies	57	77	16	12,901	2,947	3,316	3,604	3,034	1,651	2,099	-44.0	-36.7
COMMISSION MERCHANTS												
Fruits and vegetables (fresh)	1/	1/	7	8,241	2,220	2,357	1,838	1,826	1,776	2,273	-20.0	-3.6

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF CHICAGO

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	247	41	17	\$ 44,112	\$ 14,550	33	\$4,468	\$1,216	27
Beer, wines and liquors	199	36	18	44,230	12,155	27	2,604	788	30
Chemicals and paints	87	22	25	12,751	5,902	46	1,253	584	47
Clothing and furnishings	260	48	18	35,146	8,811	25	2,670	726	27
Drugs (full line)	10	3	30	19,515	9,702	50	1,179	693	59
Drugs and drug sundries (specialty lines)	96	10	10	13,334	6,850	51	1,237	625	51
Dry goods (full and specialty lines)	152	27	18	71,996	27,394	38	6,087	2,422	40
Electrical goods	138	20	14	34,937	15,328	44	3,499	1,471	42
Fruits and vegetables (fresh)	225	32	14	63,550	18,369	29	2,689	777	29
Furniture and house furnishings	152	25	16	17,795	4,799	27	1,710	527	31
General merchandise	14	4	29	19,571	17,199	88	1,782	1,517	85
Groceries (full line)	44	17	39	73,111	41,362	57	6,052	4,027	67
Groceries and foods (specialty lines)	527	113	21	122,770	46,669	38	8,237	3,068	37
Hardware	51	10	20	18,193	13,698	75	1,604	1,463	91
Jewelry and optical goods	107	22	21	19,139	8,980	47	2,240	1,039	46
Lumber and construction materials	148	44	30	33,565	15,318	46	3,072	1,343	44
Machinery, equipment and supplies	377	83	22	61,586	23,910	39	8,749	3,728	43
Paper and its products	155	31	20	39,197	10,178	26	3,922	1,253	32
Plumbing and heating equipment and supplies	88	16	18	12,215	2,945	24	1,665	555	33
Tobacco and it's products (except leaf)	65	6	9	35,856	3,385	9	871	124	14
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	35	16	46	62,492	53,978	86	2,456	1,754	71
Beer, wines and liquors	19	9	47	39,293	32,385	82	1,426	1,100	77
Chemicals and paints	55	32	58	x	32,424	--	x	2,131	--
Clothing and furnishings	36	14	39	x	12,937	--	x	1,430	--
Drugs and drug sundries (specialty lines)	21	8	38	x	5,799	--	x	356	--
Dry goods (specialty lines)	22	10	45	8,785	4,249	48	478	255	53
Electrical goods	43	17	40	x	34,674	--	x	2,139	--
Furniture and house furnishings	18	9	50	x	6,483	--	x	372	--
Groceries and foods (specialty lines)	96	61	64	190,348	149,420	78	6,612	4,338	66
Hardware	9	5	56	2,766	2,175	79	225	173	77
Jewelry and optical goods	16	10	63	8,620	4,432	51	708	467	66
Lumber and construction materials	19	7	37	21,432	8,805	41	2,126	1,141	54
Machinery, equipment and supplies	164	95	58	70,652	45,656	65	8,518	5,179	61
Paper and its products	24	7	29	x	14,575	--	x	561	--
Plumbing and heating equipment and supplies	28	16	57	9,435	7,309	77	930	650	70
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	7	--	x	6,688	--	x	209	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF CLEVELAND

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QTR. 1937 To 1ST QTR. 1938	2ND QTR. 1937 To 2ND QTR. 1938		
					1ST QTR.	2ND QTR.	3RD QTR.	4TH QTR.	1ST QTR.	2ND QTR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	20	44	17	\$12,936	\$ 3,353	\$ 4,137	\$2,924	\$2,522	\$1,325	\$1,403	-60.5	-66.1		
Beer, wine and liquors	24	30	4	1,095	173	301	369	252	189	248	+ 9.2	-17.6		
Chemicals and paints	17	48	8	4,830	1,275	1,368	1,250	937	696	738	-45.4	-46.1		
Drugs and drug sundries	18	53	4	3,566	899	833	926	908	783	729	-12.9	-12.5		
Dry goods (full and specialty lines)	19	24	6	1,419	362	360	361	336	265	272	-26.8	-24.4		
Electrical goods	33	53	14	11,764	2,821	3,881	2,854	2,208	1,571	1,770	-44.3	-54.4		
Fruits and vegetables (fresh)	26	46	17	9,879	2,279	3,117	2,355	2,128	2,007	2,576	-11.9	-17.4		
Furniture and house furnishings	12	42	4	2,972	804	775	740	653	662	575	-17.7	-25.8		
Groceries (full line)	31	54	8	8,623	2,058	2,187	2,234	2,144	1,747	1,761	-15.1	-19.5		
Groceries and foods (specialty lines)	15	32	28	10,876	2,432	2,721	3,173	2,550	2,325	2,214	- 4.4	-18.6		
Hardware	20	45	3	9,724	2,276	2,687	2,410	2,351	1,623	1,981	-28.7	-26.3		
Jewelry and optical goods	17	17	4	482	79	101	120	182	59	73	-25.3	-27.7		
Lumber and construction materials	31	27	16	3,725	872	1,064	1,041	748	592	651	-32.1	-38.8		
Machinery, equipment and supplies	22	38	35	10,748	2,739	2,958	2,814	2,237	1,546	1,478	-43.6	-50.0		
Paper and its products	21	46	8	5,260	1,406	1,463	1,264	1,127	1,107	966	-21.3	-34.0		
Plumbing and heating equipment and supplies	24	28	9	2,071	475	509	558	529	291	344	-38.7	-32.4		
Tobacco and its products (except leaf)	14	17	3	2,836	677	812	715	632	567	645	-16.2	-20.6		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	45	8	10	40,711	11,446	14,454	8,518	6,293	3,604	4,045	-68.5	-72.0		
Beer, wine and liquors	100	100	3	2,943	601	704	726	912	623	651	+ 3.7	- 7.5		
Chemicals and paints	87	99	13	12,665	3,624	3,523	3,033	2,485	2,059	2,190	-43.2	-37.8		
Electrical goods	69	94	9	32,887	11,730	7,598	6,962	6,597	5,731	5,264	-51.1	-30.7		
Furniture and house furnishings	78	88	7	2,579	688	843	638	405	401	446	-41.7	-47.4		
Groceries and foods (specialty lines)	54	61	13	19,741	5,436	4,951	4,785	4,569	4,752	4,587	-12.6	- 7.4		
Lumber and construction materials	40	13	6	2,776	558	773	908	537	425	589	-23.8	-23.8		
Machinery, equipment and supplies	55	66	34	23,347	5,494	7,039	6,399	4,415	3,696	3,275	-32.7	-53.5		
Plumbing and heating equipment and supplies	67	69	4	4,258	948	977	1,159	1,174	439	565	-53.7	-42.2		
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	3	3,032	738	1,042	612	640	671	822	- 9.1	-21.1		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF CLEVELAND

TABLE 2-- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS INCLUD- ED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTAB. LISH- MENTS %	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	20	44	17	\$12,936	\$11,222	\$ 8,852	\$ 843	\$ 619	\$1,354	\$ 863	\$ 608	46.1	36.2	122.7
Beer, wines and liquors	24	30	4	1,095	860	683	78	44	25	21	16	60.3	77.3	56.3
Chemicals and paints	17	48	8	4,830	4,350	3,009	463	278	609	456	363	60.5	66.5	67.8
Drugs and drug sundries	18	53	4	3,566	3,142	2,703	227	178	430	353	279	31.9	27.5	54.1
Dry goods (full and specialty lines)	19	24	6	1,419	1,293	1,068	151	117	151	149	123	32.9	29.1	22.8
Electrical goods	33	53	14	11,764	8,805	5,746	1,054	549	1,118	774	669	104.7	92.0	67.1
Fruits and vegetables (fresh)	26	46	17	9,879	9,255	7,118	286	222	84	63	69	38.8	28.8	21.7
Furniture and house furnishings	12	42	4	2,972	2,185	1,629	123	79	224	157	111	82.4	55.7	101.8
Groceries (full line)	31	54	8	8,623	8,340	8,605	785	764	1,381	1,372	1,381	0.2	2.7	0.0
Groceries and foods (specialty line)	15	32	28	10,876	10,196	9,521	815	670	332	384	296	14.2	21.6	12.2
Hardware	20	45	3	9,724	8,555	6,750	1,141	814	1,605	1,498	1,282	44.1	40.2	25.2
Jewelry and optical goods	17	17	4	482	425	330	62	41	106	97	95	46.1	51.2	11.6
Lumber and construction materials	31	27	16	3,725	3,364	2,592	537	320	588	573	580	43.7	67.8	1.4
Machinery, equipment and supplies	22	38	33	10,748	9,431	6,755	1,423	916	1,530	1,444	1,354	59.1	55.3	13.0
Paper and its products	21	46	8	5,260	4,731	4,286	491	397	743	656	545	22.7	23.7	36.3
Plumbing and heating equipment and supplies	24	28	9	2,071	1,980	1,127	208	123	202	182	154	83.8	69.1	31.2
Tobacco and its products (except leaf)	14	17	3	2,836	2,670	2,328	76	77	87	92	70	21.8	- 1.3	24.3
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	45	8	10	40,711	34,037	30,965	891	718	1,174	718	591	31.5	24.1	98.6
Beer, wines and liquors	100	100	3	2,943	2,631	x	61	x	333	299	x	--	--	--
Chemicals and paints	87	99	13	12,665	13,005	11,600	697	508	843	751	882	9.2	37.2	- 4.4
Electrical goods	69	94	9	32,887	21,040	13,326	927	792	1,166	893	624	146.8	17.0	86.9
Furniture and house furnishings	78	88	7	2,579	2,591	1,638	171	108	216	208	210	57.4	58.3	2.9
Groceries and foods (specialty lines)	54	61	13	19,741	18,166	16,901	747	640	398	380	394	16.8	16.7	1.0
Lumber and construction materials	40	13	6	2,776	2,061	1,136	265	111	211	219	152	144.4	138.7	38.8
Machinery, equipment and supplies	55	66	34	23,347	18,323	14,425	2,135	1,551	2,042	1,659	1,404	61.9	37.7	45.4
Plumbing and heating equipment and supplies	67	69	4	4,258	3,688	2,211	446	223	299	278	217	92.6	100.0	37.8
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	3	3,032	2,763	1,899	103	75	20	20	20	59.7	37.3	0.0

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF CLEVELAND

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL.* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	85	17	20	\$20,023	\$ 8,852	44	\$1,510	\$ 619	41
Beer, winee and liquors	17	4	24	2,292	683	30	241	44	18
Chemicals and paints	46	8	17	6,234	3,009	48	939	278	30
Drugs and drug sundries	22	4	18	5,139	2,703	53	533	178	33
Dry goode (full and specialty lines)	31	6	19	4,493	1,068	24	472	117	25
Electrical goods	43	14	33	10,856	5,746	53	1,176	549	47
Fruits and vegetables (fresh)	65	17	26	15,494	7,118	46	528	222	42
Furniture and house furnishinge	33	4	12	3,867	1,629	42	230	79	34
Groceries (full line)	26	8	31	16,067	8,605	54	1,285	764	59
Groceries and foode (specialty lines)	189	28	15	30,121	9,521	32	2,142	815	38
Hardware	15	3	20	14,999	6,750	45	1,829	814	45
Jewelry and optical goods	24	4	17	1,922	330	17	284	41	14
Lumber and construction materials	52	16	31	9,463	2,592	27	1,102	320	29
Machinery, equipment and supplies	150	33	22	17,554	6,755	38	2,356	916	39
Paper and its producte	39	8	21	9,350	4,286	46	1,021	397	39
Plumbing and heating equipment and supplies	37	9	24	4,024	1,127	28	491	123	25
Tobacco and its products (except leaf)	22	3	14	13,921	2,328	17	456	77	17
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	22	10	45	49,712	3,965	8	2,411	718	30
Beer, wines and liquore	3	3	100	x	x	100	x	x	100
Chemicals and paints	15	13	87	11,683	11,600	99	518	508	98
Electrical goods	13	9	69	14,183	13,326	94	831	792	95
Furniture and house furnishinge	9	7	78	1,856	1,638	88	138	108	78
Groceries and foods (specialty lines)	24	13	54	27,681	16,901	61	1,098	640	58
Lumber and construction materiale	15	6	40	8,838	1,136	13	1,085	111	10
Machinery, equipment and supplies	62	34	55	21,986	14,425	66	2,363	1,551	66
Plumbing and heating equipment and supplies	6	4	67	3,212	2,211	69	254	223	88
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	3	--	x	1,899	--	x	75	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CITY OF DETROIT

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR.	2ND QR.
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.	1937 To 1938	1937 To 1938
											Jan. 1 Mar. 31	April 1 June 30
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	14	68	16	\$ 56,001	\$ 12,243	\$ 19,834	\$ 10,035	\$ 13,889	\$ 8,907	\$ 8,675	-27.2	-56.3
Chemicals and paints	21	26	6	2,183	471	666	568	478	389	537	-17.4	-19.4
Clothing and furnishings	11	13	6	1,108	215	292	290	311	160	216	-25.6	-26.0
Drugs and drug sundries	9	52	3	4,006	1,011	967	998	1,030	826	782	-18.3	-19.1
Dry goods (full & specialty lines)	23	39	6	4,203	944	1,015	1,156	1,088	738	801	-21.8	-21.1
Electrical goods	22	46	10	13,195	2,652	4,206	3,494	2,843	1,929	2,071	-27.3	-50.8
Fruits and vegetables (fresh)	16	29	14	7,799	1,856	2,274	1,830	1,839	1,543	2,051	-16.9	- 9.8
Furniture and house furnishings	18	49	7	2,860	674	918	696	572	401	493	-40.5	-46.3
Groceries (full line)	24	17	8	3,000	722	728	774	776	611	608	-15.4	-16.5
Groceries and foods (specialty lines)	14	19	31	8,029	1,902	2,072	2,167	1,888	1,647	1,725	-13.4	-16.7
Hardware	21	78	4	9,283	1,925	2,576	2,559	2,223	1,380	1,745	-28.3	-32.3
Lumber and construction materials	7	10	3	1,130	289	340	323	178	152	153	-47.4	-55.0
Machinery, equipment and supplies	20	39	32	11,207	2,579	2,658	3,345	2,625	1,601	1,457	-37.9	-45.2
Paper and its products	15	43	8	7,241	1,788	1,880	1,871	1,702	1,326	1,262	-25.8	-32.9
Plumbing and heating equipment & supplies	26	42	10	5,238	1,311	1,164	1,466	1,297	877	719	-33.1	-38.2
Tobacco and its products (except leaf)	5	7	3	2,176	474	571	575	556	426	470	-10.1	-17.7
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	46	52	11	34,289	6,941	11,039	7,624	8,685	2,988	3,427	-57.0	-69.0
Chemicals and paints	53	44	9	5,189	1,183	1,400	1,457	1,149	797	842	-32.6	-39.9
Electrical goods	74	88	14	45,360	11,573	14,299	11,061	8,427	6,541	5,581	-43.5	-61.0
Furniture and house furnishings	88	1/	7	3,506	907	1,110	912	577	500	593	-44.9	-46.6
Groceries and foods (specialty lines)	65	73	20	42,270	10,795	10,659	10,228	10,588	9,003	8,859	-16.6	-16.9
Lumber and construction materials	71	10	5	3,447	679	967	1,137	664	306	647	-54.9	-33.1
Machinery, equipment and supplies	63	81	40	20,752	4,790	5,420	5,667	4,875	2,796	2,706	-41.6	-50.1
Paper and its products	60	57	3	944	230	228	252	234	173	158	-24.8	-30.7
Plumbing and heating equipment & supplies	75	1/	6	3,247	663	1,047	799	738	355	425	-46.5	-59.4

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF DETROIT

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. Of ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	14	68	16	\$ 56,001	\$ 43,635	\$ 29,263	\$ 1,551	\$ 1,421	\$ 2,015	\$ 2,004	\$ 2,062	91.4	9.1	- 2.3
Chemicals and paints	21	26	6	2,183	2,023	1,742	313	233	281	294	259	25.3	34.3	8.5
Clothing and furnishings	11	13	6	1,108	1,050	870	53	44	187	161	131	27.4	20.5	42.7
Drugs and drug sundries	9	52	3	4,006	3,568	3,218	286	227	527	390	367	24.5	26.0	43.6
Dry goods (full and specialty lines)	23	39	6	4,203	3,837	3,450	365	278	611	600	657	21.8	31.3	- 7.0
Electrical goods	22	46	10	13,195	9,800	7,473	1,160	580	1,336	870	611	76.6	100.0	118.7
Fruits and vegetables (fresh)	16	29	14	7,799	7,124	5,910	204	162	33	41	16	32.0	25.9	106.3
Furniture and house furnishings	18	49	7	2,860	2,415	1,978	197	154	493	425	393	44.6	27.9	25.4
Groceries (full line)	24	17	8	3,000	3,006	2,854	146	133	406	412	376	5.1	9.8	8.0
Groceries and foods (specialty lines)	14	19	31	8,029	7,071	5,292	543	442	315	275	254	51.7	22.9	24.0
Hardware	21	78	4	9,283	7,820	5,928	935	608	1,622	1,191	1,027	56.6	53.8	57.9
Lumber and construction materials	7	10	3	1,130	1,089	868	70	39	172	135	99	30.2	79.5	73.7
Machinery, equipment and supplies	20	39	32	11,207	10,458	8,204	1,421	982	1,206	1,158	1,046	36.6	44.7	15.3
Paper and its products	15	43	8	7,241	6,750	5,747	626	625	766	820	782	26.0	0.2	- 2.0
Plumbing and heating equipment & supplies	26	42	10	5,238	4,233	2,881	532	326	689	555	399	81.8	63.2	72.7
Tobacco and its products (except leaf)	5	7	3	2,176	1,868	1,576	54	36	73	54	57	38.1	50.0	28.1
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	46	52	11	34,289	28,644	20,701	861	653	1,105	941	559	65.6	31.9	97.7
Chemicals and paints	53	44	9	5,189	4,798	2,493	304	221	222	145	347	108.1	37.6	-36.0
Electrical goods	74	88	14	45,360	30,299	21,642	1,362	860	1,771	1,510	1,016	109.6	58.4	74.3
Furniture and house furnishings	88	1/	7	3,506	3,388	2,320	169	125	196	189	184	51.1	35.2	6.5
Groceries and foods (specialty lines)	65	73	20	42,270	38,103	34,209	1,801	1,435	984	1,190	906	23.6	25.5	8.6
Lumber and construction materials	71	10	5	3,447	3,884	1,783	177	94	391	340	279	93.3	88.3	40.1
Machinery, equipment and supplies	63	81	40	20,752	19,741	19,065	2,023	1,418	1,583	1,477	1,338	8.8	42.7	18.3
Paper and its products	60	57	3	944	835	673	92	74	100	95	90	40.3	24.3	11.1
Plumbing and heating equipment & supplies	75	1/	6	3,247	2,835	956	242	100	316	284	183	239.6	142.0	72.7

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF DETROIT

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	118	16	14	\$ 43,293	\$ 29,263	68	\$ 2,802	\$ 1,421	51
Chemicals end paints	28	6	21	6,773	1,742	26	771	233	30
Clothing end furnishings	53	6	11	6,668	870	13	373	44	12
Drugs end drug sundries	35	3	9	6,204	3,218	52	480	227	47
Dry goods (full end specialty lines)	26	6	23	8,882	3,450	39	567	278	49
Electrical goods	45	10	22	16,299	7,473	46	1,465	580	40
Fruits end vegetables (fresh)	90	14	16	20,312	5,910	29	658	162	25
Furniture and house furnishings	40	7	18	4,007	1,978	49	358	154	43
Groceries (full line)	34	8	24	16,601	2,854	17	666	133	20
Groceries end foods (specialty lines)	216	31	14	27,894	5,292	19	1,837	442	24
Hardware	19	4	21	7,591	5,928	78	694	608	88
Lumber end construction materials	45	3	7	8,428	868	10	750	39	5
Machinery, equipment end supplies	160	32	20	21,301	8,204	39	2,604	982	38
Paper end its products	53	8	15	13,519	5,747	43	1,407	625	44
Plumbing end heating equipment and supplies	38	10	26	6,897	2,881	42	830	326	39
Tobacco end its products (except leaf)	58	3	5	22,633	1,576	7	455	36	8
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	24	11	46	40,079	20,701	52	1,170	653	56
Chemicals end paints	17	9	53	5,704	2,493	44	447	221	49
Electrical goods	19	14	74	24,506	21,642	88	910	860	95
Furniture end house furnishings	8	7	88	x	2,320	--	x	125	--
Groceries and foods (specialty lines)	31	20	65	46,775	34,209	73	1,950	1,435	74
Lumber end construction materials	7	5	71	17,295	1,783	10	270	94	35
Machinery, equipment and supplies	64	40	63	23,397	19,065	81	1,953	1,418	73
Paper end its products	5	3	60	1,185	673	57	125	74	59
Plumbing and heating equipment and supplies	8	6	75	x	956	--	x	100	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.
 x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF LOS ANGELES

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938		
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALESA														
Automotive	20	27	39	\$ 12,778	\$ 3,164	\$ 3,626	\$ 2,979	\$ 3,009	\$ 2,455	\$ 2,409	-22.4	-33.6		
Beer, wines and liquore	8	20	10	6,287	1,527	1,537	1,659	1,564	1,332	1,631	-12.8	+ 6.1		
Chemicals and paints	13	22	7	2,003	459	532	532	480	442	513	- 3.7	- 3.6		
Clothing and furniehings	17	28	24	5,706	1,609	1,262	1,483	1,352	1,218	1,112	-24.3	-11.9		
Drugs and drug sundries	13	52	9	13,737	3,379	3,296	3,255	3,807	2,913	3,043	-13.8	- 7.7		
Dry goode (full line)	60	63	3	392	92	95	97	108	72	72	-21.7	-24.2		
Dry goods (specialty lines)	18	31	16	5,436	1,748	1,201	1,297	1,190	1,192	905	-31.8	-24.6		
Electrical goods	24	64	23	19,122	4,507	5,868	4,470	4,277	3,395	3,526	-24.7	-39.9		
Farm supplies	16	49	3	4,254	1,221	1,328	1,012	693	1,026	765	-16.0	-42.4		
Fruits and vegetables (fresh)	11	42	40	16,800	3,914	5,258	4,089	3,539	3,281	4,875	-16.2	- 7.3		
Furniture and house furnishings	15	33	15	4,827	1,150	1,313	1,238	1,125	950	1,043	-17.4	-20.6		
General merchandisee	36	33	4	1,618	381	392	417	428	344	388	- 9.7	- 1.0		
Grocerisee (full line)	34	35	19	17,800	4,415	4,405	4,637	4,343	4,142	3,966	- 6.2	-10.0		
Groceries and foods (specialty lines)	18	31	54	16,870	4,096	3,922	4,041	4,811	3,878	3,800	- 5.3	- 3.1		
Hardware	29	41	7	7,243	1,825	2,008	1,797	1,613	1,427	1,513	-21.8	-24.7		
Jewelry and optical goods	20	31	14	3,408	773	851	913	871	656	645	-15.1	-24.2		
Lumber and construction materials	25	53	17	8,404	2,042	2,549	2,127	1,686	1,460	1,647	-28.5	-35.4		
Machinery,equipment and supplies	26	52	66	30,520	8,622	7,581	7,454	6,863	6,788	6,500	-21.3	-14.3		
Paper and ite products	13	44	7	5,430	1,288	1,427	1,351	1,364	1,081	1,134	-16.1	-20.5		
Plumbing and heating equipment and supplies	31	38	12	3,213	741	803	838	831	580	682	-21.7	-15.1		
Tobacco and its products (except leaf)	19	44	5	5,610	1,449	1,520	1,297	1,344	1,214	1,396	-16.2	- 8.2		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	41	79	12	47,951	11,883	13,347	10,150	12,571	5,656	7,598	-52.4	-43.1		
Beer, wines and liquore	45	89	9	15,224	3,613	3,555	3,701	4,355	2,692	3,435	-25.5	- 3.4		
Chemicale and paints	42	73	8	5,029	1,148	1,242	1,399	1,240	1,012	1,027	-11.8	-17.3		
Clothing and furniehings	50	1/	7	1,795	484	405	448	458	382	339	-21.1	-16.3		
Dry goode (specialty lineee)	35	39	6	1,212	326	280	306	300	325	345	- 0.3	+23.2		
Electrical goods	47	90	9	13,112	3,029	4,021	3,220	2,842	2,780	2,501	- 8.2	-37.8		
Furniture and house furnishings	60	90	6	3,484	852	906	964	762	588	521	-31.0	-42.5		
Grocerisee and foode (epecialty lines)	58	65	22	45,113	12,203	10,831	11,518	10,561	10,628	9,703	-12.9	-10.4		
Hardware	60	92	3	628	176	176	146	130	130	111	-26.1	-36.9		
Jewelry and optical goode	75	75	3	620	150	176	154	140	122	132	-18.7	-25.0		
Lumber and construction materials	38	27	5	1,771	454	547	444	326	296	401	-34.8	-26.7		
Machinery,equipment and supplies	46	54	46	14,219	2,924	3,956	4,125	3,214	2,782	3,393	- 4.9	-14.2		
Paper and its products	38	16	5	1,565	440	410	371	344	348	396	-20.9	- 3.4		
Plumbing and heating equipment and supplies	50	74	6	6,416	1,768	1,724	1,504	1,420	1,111	1,204	-37.2	-30.2		
COMMISSION MERCHANTS														
Fruite and vegetablee (fresh)	1/	1/	9	3,436	682	1,161	898	695	636	1,184	- 6.7	+ 2.0		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF LOS ANGELES

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	199	39	20	\$38,774	\$10,643	27	\$3,376	\$1,159	34
Beer, wines and liquors	120	10	8	23,587	4,794	20	1,565	343	22
Chemicals and paints	53	7	13	6,142	1,359	22	548	106	19
Clothing and furnishings	144	24	17	16,858	4,779	28	1,086	330	30
Drugs and drug sundries	72	9	13	22,691	11,857	52	2,200	1,115	51
Dry goods (full line)	5	3	60	416	261	63	17	8	47
Dry goods (specialty lines)	88	16	18	15,401	4,812	31	887	308	35
Electrical goods	94	23	24	22,526	14,441	64	1,953	1,035	53
Farm supplies	19	3	16	6,770	3,305	49	319	151	47
Fruits and vegetables (fresh)	356	40	11	34,068	14,250	42	1,971	638	32
Furniture and house furnishings	98	15	15	8,818	2,878	33	686	219	32
General merchandise	11	4	36	4,167	1,383	33	460	171	37
Groceries (full line)	56	19	34	43,057	15,278	35	1,892	808	43
Groceries and foods (specialty lines)	294	54	18	41,201	12,724	31	3,636	1,384	38
Hardware	24	7	29	13,177	5,368	41	1,376	582	42
Jewelry and optical goods	71	14	20	8,486	2,652	31	767	229	30
Lumber and construction materials	68	17	25	14,747	7,837	53	1,481	855	58
Machinery, equipment and supplies	252	66	26	37,485	19,591	52	4,529	2,299	51
Paper and its products	52	7	13	8,835	3,873	44	982	480	49
Plumbing and heating equipment and supplies	39	12	31	4,607	1,737	38	465	175	38
Tobacco and its products (except leaf)	27	5	19	11,452	5,039	44	301	143	48

MANUFACTURERS' SALES BRANCHES (with stocks)

Automotive	29	12	41	42,809	33,671	79	1,486	1,064	72
Beer, wines and liquors	20	9	45	12,844	11,380	89	554	456	82
Chemicals and paints	19	8	42	5,093	3,726	73	703	465	66
Clothing and furnishings	14	7	50	x	1,586	--	x	113	--
Dry goods (specialty lines)	17	6	35	3,022	1,170	39	167	42	25
Electrical goods	19	9	47	8,494	7,630	90	423	344	81
Furniture and house furnishings	10	6	60	2,486	2,231	90	126	100	79
Groceries and foods (specialty lines)	38	22	58	54,720	35,739	65	2,818	1,747	62
Hardware	5	3	60	408	375	92	42	38	90
Jewelry and optical goods	4	3	75	692	522	75	89	67	75
Lumber and construction materials	13	5	38	3,699	1,017	27	279	69	25
Machinery, equipment and supplies	99	46	46	16,002	8,696	54	2,159	1,333	62
Paper and its products	13	5	38	7,204	1,166	16	592	126	22
Plumbing and heating equipment and supplies	12	6	50	4,506	3,313	74	426	358	84

COMMISSION MERCHANTS

Fruits and vegetables (fresh)	x	9	--	x	3,156	--	x	199	--
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* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CITY OF MILWAUKEE

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET * SALES %			1937				1938		1ST Q.R.	2ND Q.R.
					1ST Q.R. Jan. 1 Mar. 31	2ND Q.R. April 1 June 30	3RD Q.R. July 1 Sept. 30	4TH Q.R. Oct. 1 Dec. 31	1ST Q.R. Jan. 1 Mar. 31	2ND Q.R. April 1 June 30	1937 To 1937	1937 To 1938
											1ST Q.R. 1938	2ND Q.R. 1938
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	30	21	12	\$ 1,066	\$ 223	\$ 271	\$ 296	\$ 276	\$ 199	\$ 246	-10.8	- 9.2
Beer, wines and liquors	12	10	6	1,718	394	419	410	495	263	375	-33.2	-10.5
Chemicals and paints	32	70	7	1,826	366	549	502	409	322	464	-12.0	-15.5
Clothing and furnishings	23	43	9	1,368	311	300	400	357	214	261	-31.2	-13.0
Dry goods (specialty lines)	50	1/	4	543	182	100	173	88	162	97	-11.0	- 3.0
Electrical goods	23	57	7	8,002	1,736	2,540	1,964	1,762	1,231	1,436	-29.1	-43.5
Fruits and vegetables (fresh)	22	29	10	2,713	638	842	665	568	542	750	-15.0	-10.9
Groceries (full line)	31	67	4	10,657	2,533	2,668	3,018	2,438	2,310	2,541	- 8.8	- 4.8
Groceries and foods(specialty lines)	15	38	17	4,332	1,015	1,024	1,124	1,169	869	925	-14.4	- 9.7
Hardware	38	87	5	6,137	1,346	1,707	1,623	1,461	1,025	1,413	-23.8	-17.2
Lumber and construction materials	24	20	4	682	229	186	158	109	68	57	-70.3	-69.4
Machinery, equipment and supplies	31	43	33	8,411	2,164	2,449	2,028	1,770	1,647	1,895	-23.9	-22.6
Paper and its products	40	46	8	1,402	371	406	320	305	310	296	-16.4	-27.1
Plumbing and heating equipment and supplies	32	38	8	2,916	654	800	799	663	465	614	-28.9	-23.3
Tobacco & its products (except leaf)	12	47	3	4,709	1,020	1,176	1,245	1,268	1,010	1,153	- 1.0	- 2.0
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	71	88	10	22,822	6,930	7,858	4,406	3,628	3,827	3,454	-44.8	-56.0
Chemicals and paints	60	34	3	1,201	324	357	310	210	222	217	-31.5	-39.2
Electrical goods	63	1/	5	5,615	1,392	1,596	1,566	1,061	985	928	-29.2	-41.9
Groceries and foods (specialty lines)	57	72	13	16,701	4,027	4,291	4,283	4,100	3,704	3,867	- 8.0	- 9.9
Jewelry and optical goods	100	100	3	454	121	105	122	106	95	86	-21.5	-18.1
Machinery, equipment and supplies	58	67	15	4,051	1,036	1,195	972	848	978	955	- 5.6	-20.1
COMMISSION MERCHANTS												
Fruits and vegetables (fresh)	1/	1/	6	3,608	965	1,115	782	746	663	1,037	-31.3	- 7.0

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF MILWAUKEE

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS	NET* SALES		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	30	21	12	\$ 1,066	\$ 1,025	\$ 895	\$ 233	\$ 216	\$ 206	\$ 208	\$ 187	19.1	7.9	10.2
Beer, wines and liquors	12	10	6	1,718	1,252	937	136	82	200	196	70	83.4	65.9	185.7
Chemicals and paints	32	70	7	1,826	1,600	1,129	274	165	354	348	327	61.7	66.1	8.3
Clothing and furnishings	23	43	9	1,368	1,587	1,552	197	246	172	157	167	-11.9	-19.9	3.0
Dry goods (specialty lines)	50	1/	4	543	519	505	79	55	127	127	88	7.5	43.6	44.3
Electrical goods	23	57	7	8,002	6,075	4,519	633	390	593	405	349	77.1	62.3	69.9
Fruits and vegetables (fresh)	22	29	10	2,713	2,664	2,378	120	96	37	30	30	14.1	25.0	23.3
Groceries (full line)	31	67	4	10,657	10,633	10,002	766	754	1,325	1,329	1,298	6.5	1.6	2.1
Groceries and foods (specialty lines)	15	38	17	4,332	4,006	3,824	310	293	266	241	208	13.3	5.8	27.9
Hardware	38	87	5	6,137	5,789	4,765	741	577	1,734	1,555	1,297	28.8	28.4	33.7
Lumber and construction materials	24	20	4	682	577	407	38	18	6	6	5	67.6	111.1	20.0
Machinery, equipment and supplies	31	43	33	8,411	7,339	5,523	1,043	784	1,109	1,068	885	52.3	33.0	25.3
Paper and its products	40	46	8	1,402	1,366	1,153	153	134	189	192	153	21.6	14.2	23.5
Plumbing and heating equipment and supplies	32	38	8	2,916	2,583	1,862	300	232	433	430	342	56.6	29.3	26.6
Tobacco and its products (except leaf)	12	47	3	4,709	4,314	3,954	70	67	137	132	131	19.1	4.5	4.6
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	71	88	10	22,822	16,954	15,482	891	571	1,077	896	612	47.4	56.0	76.0
Chemicals and paints	60	34	3	1,201	1,374	617	80	50	41	45	53	94.7	60.0	-22.6
Electrical goods	63	1/	5	5,615	4,282	3,010	177	142	215	199	120	86.5	24.6	79.2
Groceries and foods (specialty lines)	57	72	13	16,701	15,300	13,836	660	590	292	289	223	20.7	11.9	30.9
Jewelry and optical goods	100	100	3	454	438	x	111	x	61	57	x	--	--	--
Machinery, equipment and supplies	58	67	15	4,051	3,645	2,892	465	363	503	417	245	40.1	28.1	105.3
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	6	3,608	2,904	2,940	98	81	35	21	28	22.7	21.0	25.0

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF MILWAUKEE

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	40	12	30	\$ 4,286	\$ 895	21	\$ 661	\$216	33
Beer, wines and liquors	52	6	12	9,720	937	10	671	82	12
Chemicals and paints	22	7	32	1,621	1,129	70	260	165	63
Clothing and furnishings	39	9	23	3,588	1,552	43	458	246	54
Dry goods (specialty lines)	8	4	50	x	505	--	x	55	--
Electrical goods	31	7	23	7,961	4,519	57	750	390	52
Fruits and vegetables (fresh)	46	10	22	8,160	2,378	29	343	96	28
Groceries (full line)	13	4	31	15,005	10,002	67	1,030	754	73
Groceries and foods (specialty lines)	113	17	15	10,051	3,824	38	846	293	35
Hardware	13	5	38	5,488	4,765	87	654	577	88
Lumber and construction materials	17	4	24	2,005	407	20	221	18	8
Machinery, equipment and supplies	106	33	31	12,831	5,523	43	1,794	784	44
Paper and its products	20	8	40	2,533	1,153	46	333	134	40
Plumbing and heating equipment & supplies	25	8	32	4,891	1,862	38	607	232	38
Tobacco and its products (except leaf)	26	3	12	8,333	3,954	47	195	67	34
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	14	10	71	17,610	15,482	88	688	571	83
Chemicals and paints	5	3	60	1,796	617	34	199	50	25
Electrical goods	8	5	63	x	3,010	--	x	142	--
Groceries and foods (specialty lines)	23	13	57	19,205	13,836	72	836	590	71
Jewelry and optical goods	3	3	100	x	x	100	x	x	100
Machinery, equipment and supplies	26	15	58	4,344	2,892	67	600	363	61
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	6	--	x	2,940	--	x	81	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF NEW YORK

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE			
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR.	2ND QR.		
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.	1937 To	1937 To		
											1ST QR.	2ND QR.	1938	1938
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	19	48	52	\$ 65,137	\$15,064	\$19,956	\$14,127	\$15,990	\$15,702	\$12,855	+ 4.2	-35.6		
Beer, wines and liquors	13	26	34	48,266	10,548	10,314	10,578	16,826	9,761	10,404	- 7.5	+ 0.9		
Chemicals and paints	22	26	59	41,520	10,597	10,990	10,433	9,500	8,253	8,069	-22.1	-26.6		
Clothing and furnishings	14	21	241	86,218	20,082	20,523	24,030	21,583	17,449	16,705	-13.1	-18.6		
Drugs (full line)	55	72	6	12,847	3,312	3,298	2,964	3,273	2,810	2,753	-15.2	-16.5		
Drugs and drug sundries (specialty lines)	17	43	68	28,327	7,002	6,602	6,408	8,315	6,080	6,240	-13.2	- 5.5		
Dry goods (full and specialty lines)	20	32	478	244,165	75,720	57,308	60,544	50,593	55,272	43,930	-27.0	-23.3		
Electrical goods	16	27	58	31,344	7,131	8,797	8,042	7,374	5,473	5,863	-23.3	-33.4		
Farm supplies	24	31	9	6,007	1,947	1,315	999	1,746	1,859	1,120	- 4.5	-14.8		
Fruits and vegetables (fresh)	12	25	79	43,916	10,827	12,763	10,610	9,716	9,453	11,072	-12.7	-13.3		
Furniture and house furnishings	24	44	199	60,683	14,616	13,690	15,936	16,441	11,337	10,094	-22.4	-26.3		
Groceries (full line)	34	48	21	70,214	17,222	18,481	16,853	17,658	15,664	15,666	- 9.0	-15.2		
Groceries and foods (specialty lines)	23	40	314	190,558	48,963	48,230	45,774	47,591	41,548	38,303	-15.1	-20.6		
Hardware	28	55	58	21,644	5,473	5,903	5,190	5,078	4,439	4,921	-18.9	-16.6		
Jewelry and optical goods	19	30	163	40,745	10,087	9,606	10,023	11,029	5,973	5,795	-40.8	-39.7		
Lumber and construction materials	17	24	53	19,119	4,849	5,356	4,935	3,979	3,353	3,680	-30.9	-31.3		
Machinery, equipment and supplies	22	36	243	58,521	14,686	15,315	14,024	14,496	13,043	12,924	-11.2	-15.6		
Paper and its products	21	32	142	42,069	10,936	10,989	10,266	9,878	9,008	8,389	-17.6	-23.7		
Plumbing and heating equipment and supplies	19	27	50	13,799	3,018	3,671	3,668	3,442	2,370	2,623	-21.5	-28.5		
Tobacco and its products (except leaf)	9	23	16	28,131	5,848	6,976	7,442	7,865	6,830	7,770	+16.8	+11.4		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	56	88	24	104,244	20,810	33,050	22,811	27,573	17,417	20,326	-16.3	-38.5		
Beer, wines and liquors	40	51	8	50,756	9,679	11,265	12,085	17,727	8,264	9,368	-14.6	-16.8		
Chemicals and paints	40	34	24	48,507	12,668	13,734	12,056	10,049	8,897	8,852	-29.8	-35.5		
Clothing and furnishings	15	24	22	31,088	7,584	7,533	7,528	8,443	6,438	5,962	-15.1	-20.9		
Drugs and drug sundries (specialty lines)	23	34	14	27,384	8,037	6,791	6,250	6,306	6,979	5,860	-13.2	-13.7		
Dry goods (specialty lines)	16	1/	15	19,717	5,843	4,633	4,927	4,254	3,977	2,876	-31.9	-37.9		
Electrical goods	44	87	16	61,963	15,828	17,412	13,799	14,924	15,670	14,349	- 1.0	-17.6		
Furniture and house furnishings	25	18	8	4,180	955	1,035	1,049	1,141	857	827	-10.3	-20.1		
Groceries and foods (specialty lines)	66	72	85	217,867	56,152	52,342	54,705	54,668	49,556	46,795	-11.7	-10.6		
Hardware	46	1/	6	1,673	411	408	466	388	341	318	-17.0	-22.1		
Jewelry and optical goods	38	14	11	17,728	4,258	4,639	5,060	3,771	3,231	3,042	-24.1	-34.4		
Lumber and construction materials	39	34	7	1,870	420	484	546	420	400	350	- 4.8	-27.7		
Machinery, equipment and supplies	50	55	102	74,779	18,238	21,066	18,815	16,660	14,845	15,421	-18.6	-26.8		
Paper and its products	25	30	8	29,036	7,536	7,836	7,513	6,151	6,319	5,803	-16.2	-25.9		
Plumbing and heating equipment and supplies	46	52	16	11,064	2,242	3,229	3,002	2,591	1,721	2,316	-23.2	-28.3		
Tobacco and its products (except leaf)	44	1/	7	163,667	36,279	41,212	44,848	41,328	36,823	41,039	+ 1.5	- 0.4		
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	17	17,025	4,923	5,504	2,821	3,777	4,281	4,347	-13.0	-21.0		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF NEW YORK

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	281	52	19	\$ 76,282	\$ 36,904	48	\$ 6,930	\$ 3,101	45
Beer, wines and liquors	257	34	13	95,556	25,031	26	6,942	1,710	25
Chemicals and paints	271	59	22	116,753	30,516	26	6,592	2,115	32
Clothing and furnishings	1,721	241	14	343,519	70,793	21	23,793	4,844	20
Drugs (full line)	11	6	55	14,087	10,105	72	956	669	70
Drugs and drug sundries (specialty lines)	395	68	17	52,444	22,794	43	5,502	1,678	30
Dry goods (full and specialty lines)	2,358	478	20	636,838	204,117	32	37,775	12,964	34
Electrical goods	371	58	16	78,100	20,871	27	7,897	2,188	28
Farm supplies	38	9	24	14,161	4,427	31	674	228	34
Fruits and vegetables (fresh)	633	79	12	145,852	36,513	25	6,767	1,701	25
Furniture and house furnishings	845	199	24	105,816	47,080	44	10,222	4,293	42
Groceries (full line)	61	21	34	125,849	60,714	48	7,648	4,686	61
Groceries and foods (specialty lines)	1,376	314	23	370,604	147,847	40	20,864	7,598	36
Hardware	206	58	28	30,656	16,799	55	3,676	2,110	57
Jewelry and optical goods	859	163	19	88,797	26,338	30	7,440	2,191	29
Lumber and construction materials	308	53	17	51,199	12,213	24	5,863	1,467	25
Machinery, equipment and supplies	1,118	243	22	122,638	44,494	36	15,639	5,813	37
Paper and its products	664	142	21	102,535	32,387	32	9,719	3,357	35
Plumbing and heating equipment and supplies	265	50	19	38,164	10,294	27	4,140	1,173	28
Tobacco and its products (except leaf)	171	16	9	97,327	22,679	23	2,467	896	36
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	43	24	56	80,482	70,460	88	3,382	2,470	73
Beer, wines and liquors	20	8	40	94,125	48,093	51	3,629	1,426	39
Chemicals and paints	60	24	40	111,105	38,190	34	6,895	2,948	43
Clothing and furnishings	147	22	15	114,095	27,697	24	7,003	2,099	30
Drugs and drug sundries (specialty lines)	61	14	23	62,918	21,547	34	6,602	1,839	28
Dry goods (specialty lines)	96	15	16	x	18,639	--	x	1,418	--
Electrical goods	36	16	44	50,841	44,478	87	2,921	2,123	73
Furniture and house furnishings	32	8	25	16,252	2,939	18	1,310	393	30
Groceries and foods (specialty lines)	128	85	66	282,510	203,065	72	10,334	6,054	59
Hardware	13	6	46	x	1,276	--	x	128	--
Jewelry and optical goods	29	11	38	63,098	8,640	14	1,468	618	42
Lumber and construction materials	18	7	39	4,777	1,632	34	640	235	37
Machinery, equipment and supplies	206	102	50	99,339	54,710	55	14,408	7,551	52
Paper and its products	32	8	25	72,260	21,466	30	3,184	762	24
Plumbing and heating equipment and supplies	35	16	46	15,628	8,142	52	1,676	876	52
Tobacco and its products (except leaf)	16	7	44	x	146,701	--	x	1,278	--
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	17	--	x	17,477	--	x	546	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CITY OF PHILADELPHIA

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938
FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QR. 1937 To 1ST QR. 1938	2ND QR. 1937 To 2ND QR. 1938
					1ST QR.	2ND QR.	3RD QR.	4TH QR.	1ST QR.	2ND QR.		
Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30							
SERVICE AND LIMITED-FUNCTION WHOLESALERS												
Automotive	15	35	14	\$ 8,906	\$ 2,066	\$ 2,774	\$ 2,286	\$ 1,780	\$ 1,332	\$ 1,469	-35.5	-47.0
Beer, wines and liquors	7	16	6	1,493	259	348	403	483	337	286	+30.1	-17.8
Chemicals and paints	15	19	6	1,297	353	331	317	296	321	288	- 9.1	-13.0
Clothing and furnishings	12	24	25	7,343	1,645	2,000	1,761	1,937	1,389	1,817	-15.6	- 9.2
Drugs and drug sundries	13	83	4	12,216	3,079	2,993	3,025	3,119	2,916	2,882	- 5.3	- 3.7
Dry goods (specialty lines)	15	20	16	3,277	975	950	786	566	664	619	-31.9	-34.8
Electrical goods	13	15	10	15,314	2,980	4,416	4,169	3,749	2,172	2,314	-27.1	-47.6
Fruits and vegetables (fresh)	10	18	21	6,972	1,507	2,165	1,754	1,546	1,426	1,868	- 5.4	-13.7
Furniture and house furnishings	20	40	20	6,302	1,417	1,545	1,570	1,770	1,255	1,351	-11.4	-12.6
Groceries (full line)	31	61	10	24,489	5,910	5,716	6,403	6,460	5,938	5,501	+ 0.5	- 3.8
Groceries and foods (specialty lines)	20	30	61	16,171	3,974	4,040	3,853	4,304	3,610	3,367	- 9.2	-16.7
Hardware, plumbing and heating	24	20	27	4,848	1,033	1,217	1,288	1,310	819	1,018	-20.7	-16.4
Jewelry and optical goods	18	40	14	3,091	571	674	814	1,032	464	511	-18.7	-24.2
Lumber and construction materials	29	37	24	7,556	1,869	2,202	1,840	1,645	1,260	1,403	-32.6	-36.3
Machinery, equipment and supplies	20	28	48	11,842	2,782	3,158	2,877	3,025	2,500	2,432	-10.1	-23.0
Paper and its products	22	46	26	10,210	2,771	2,759	2,376	2,304	2,215	2,227	-20.1	-19.3
Tobacco and its products(except leaf)	13	13	9	3,644	855	939	953	897	743	705	-13.1	-24.9
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	58	65	15	44,298	8,774	13,953	10,298	11,273	6,279	7,522	-28.4	-46.1
Chemicals and paints	41	17	12	10,924	2,559	2,982	3,005	2,378	2,015	2,222	-21.3	-25.5
Dry goods (specialty lines)	45	1/	5	1,423	498	406	288	231	293	262	-41.2	-35.5
Electrical goods	56	94	10	48,152	16,486	14,313	8,829	8,524	9,970	6,993	-39.5	-51.1
Furniture and house furnishings	71	90	5	3,759	945	878	1,000	936	691	607	-26.9	-30.9
Groceries and foods (specialty lines)	72	75	33	99,125	25,981	23,026	26,192	23,926	22,211	22,843	-14.5	- 0.8
Jewelry and optical goods	100	100	3	963	271	241	240	211	205	225	-24.4	- 6.6
Lumber and construction materials	27	20	3	1,209	234	340	303	332	209	298	-10.7	-12.4
Machinery, equipment and supplies	62	72	52	29,225	7,627	7,852	7,798	5,948	5,865	6,156	-23.1	-21.6
Plumbing and heating equipment and supplies	47	59	9	5,437	1,018	1,528	1,606	1,285	772	887	-24.2	-42.0
Tobacco and its products (except leaf)	60	1/	3	2,614	510	666	669	769	488	634	- 4.3	- 4.8
COMMISSION MERCHANTS												
Fruits and vegetables (fresh)	1/	1/	13	5,399	1,421	1,737	1,027	1,214	1,281	1,580	- 9.9	- 9.0

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF PHILADELPHIA

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		NO. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS	NET* SALES		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	15	35	14	\$ 8,906	\$ 8,755	\$ 5,381	\$ 483	\$ 466	\$ 922	\$ 764	\$ 693	65.5	3.6	33.0
Beer, wines and liquors	7	16	6	1,493	1,411	1,071	152	102	96	53	48	39.4	49.0	100.0
Chemicals and paints	15	19	6	1,297	1,270	976	92	86	70	75	58	32.9	7.0	20.7
Clothing and furnishings	12	24	25	7,343	7,124	5,690	481	407	1,042	883	653	29.1	18.2	59.6
Drugs and drug sundries	13	83	4	12,216	11,204	9,709	917	634	1,560	1,508	1,431	25.8	44.6	9.0
Dry goods (specialty lines)	15	20	16	3,277	3,337	2,399	122	111	431	420	321	36.6	9.9	34.3
Electrical goods	13	15	10	15,314	11,546	8,741	1,332	907	985	900	708	75.2	46.9	39.1
Fruits and vegetables (fresh)	10	18	21	6,972	7,313	5,561	260	200	46	46	53	25.4	30.0	-13.2
Furniture and house furnishings	20	40	20	6,302	6,111	4,623	559	473	1,385	1,320	1,202	36.3	18.2	15.2
Groceries (full line)	31	61	10	24,489	23,234	21,841	1,069	765	2,848	2,550	2,144	12.1	39.7	32.8
Groceries and foods (specialty lines)	20	30	61	16,171	15,724	14,694	1,375	1,178	1,199	1,124	1,054	10.1	16.7	13.8
Hardware, plumbing and heating	24	20	27	4,848	3,982	2,712	497	385	799	818	648	78.8	29.1	23.3
Jewelry and optical goods	18	40	14	3,091	2,817	2,422	446	366	829	674	633	27.6	21.9	31.0
Lumber and construction materials	29	37	24	7,556	6,819	5,480	931	663	1,196	959	1,045	37.9	40.4	14.4
Machinery, equipment and supplies	20	28	48	11,842	9,399	8,090	1,464	1,058	1,702	1,615	1,521	46.4	38.4	11.9
Paper and ite products	22	46	26	10,210	9,430	8,609	1,364	1,130	1,279	1,279	1,212	18.6	20.7	5.5
Tobacco and its products (except leaf)	13	13	9	3,644	3,473	3,313	141	116	200	197	200	10.0	21.6	0.0
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	58	65	15	44,298	37,246	27,955	1,466	1,150	1,908	1,800	1,163	58.5	27.5	64.1
Chemicals and paints	41	17	12	10,924	9,822	5,907	566	378	415	425	332	84.9	49.7	25.0
Dry goods (specialty lines)	45	1/	5	1,423	1,496	1,530	141	137	195	58	61	- 7.0	2.9	219.7
Electrical goods	56	94	10	48,152	34,499	27,145	1,570	1,254	1,684	1,410	1,164	77.4	25.2	44.7
Furniture and house furnishings	71	90	5	3,759	3,487	3,082	182	144	182	216	202	22.0	26.4	- 9.9
Groceries and foods (specialty lines)	72	75	33	99,125	91,754	86,072	3,100	2,505	2,553	1,960	1,979	15.2	23.8	29.0
Jewelry and optical goods	100	100	3	963	1,024	x	77	x	106	121	x	--	--	--
Lumber and construction materials	27	20	3	1,209	1,013	788	202	73	89	70	67	53.4	176.7	32.8
Machinery, equipment and supplies	62	72	52	29,225	23,923	21,093	3,592	2,650	3,682	2,972	1,829	38.6	35.5	101.3
Plumbing and heating equipment and supplies	47	59	9	5,437	4,688	3,014	487	317	785	584	501	80.4	53.6	56.7
Tobacco and its products (except leaf)	60	1/	3	2,614	2,421	2,481	175	171	36	26	33	5.4	2.3	9.1
COMMISSION MERCHANTS														
Fruits and vegetables (fresh)	1/	1/	13	5,399	5,433	5,046	129	119	16	34	29	7.0	8.4	-44.8

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF PHILADELPHIA

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	95	14	15	\$ 15,595	\$ 5,381	35	\$ 1,623	\$ 466	29
Beer, wines and liquors	89	6	7	6,631	1,071	16	425	102	24
Chemicals and paints	41	6	15	5,110	976	19	474	86	18
Clothing and furnishings	211	25	12	23,569	5,690	24	1,801	407	23
Drugs and drug sundries	30	4	13	11,656	9,709	83	865	634	73
Dry goods (specialty lines)	107	16	15	11,743	2,399	20	853	111	13
Electrical goods	75	10	13	59,442	8,741	15	3,962	907	23
Fruits and vegetables (fresh)	210	21	10	30,539	5,561	18	1,065	200	19
Furniture and house furnishings	101	20	20	11,547	4,623	40	1,253	473	38
Groceries (full line)	32	10	31	35,654	21,841	61	1,409	765	54
Groceries and foods (specialty lines)	305	61	20	48,358	14,694	30	3,254	1,178	36
Hardware, plumbing and heating	114	27	24	13,723	2,712	20	1,592	385	24
Jewelry and optical goods	79	14	18	6,000	2,422	40	764	366	48
Lumber and construction materials	82	24	29	14,904	5,480	37	1,492	663	44
Machinery, equipment and supplies	245	48	20	29,351	8,090	28	3,742	1,058	28
Paper and its products	118	26	22	18,822	8,609	46	2,350	1,130	48
Tobacco and its products (except leaf)	70	9	13	25,033	3,313	13	624	116	19
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	26	15	58	42,771	27,955	65	1,739	1,150	66
Chemicals and paints	29	12	41	34,119	5,907	17	1,671	378	23
Dry goods (specialty lines)	11	5	45	x	1,530	--	x	137	--
Electrical goods	18	10	56	28,891	27,145	94	1,423	1,254	88
Furniture and house furnishings	7	5	71	3,437	3,082	90	181	144	80
Groceries and foods (specialty lines)	46	33	72	114,777	86,072	75	3,387	2,505	74
Jewelry and optical goods	3	3	100	x	x	100	x	x	100
Lumber and construction materials	11	3	27	3,908	788	20	453	73	16
Machinery, equipment and supplies	84	52	62	29,199	21,093	72	3,730	2,650	71
Plumbing and heating									
equipment and supplies	19	9	47	5,135	3,014	59	498	317	64
Tobacco and its products (except leaf)	5	3	60	x	2,481	--	x	171	--
COMMISSION MERCHANTS									
Fruits and vegetables (fresh)	x	13	--	x	5,046	--	x	119	--

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF PITTSBURGH

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QTR. 1937 To 1ST QTR. 1938	2ND QTR. 1937 To 2ND QTR. 1938		
					1ST QTR.	2ND QTR.	3RD QTR.	4TH QTR.	1ST QTR.	2ND QTR.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	23	24	8	\$ 5,015	\$ 1,188	\$ 1,654	\$ 1,211	\$ 962	\$ 458	\$ 535	-61.4	-67.7		
Beer, wines and liquors	8	21	8	1,122	207	306	360	249	220	289	+ 6.3	- 5.6		
Chemicals and paints	25	37	3	363	79	131	97	56	70	101	-11.4	-22.9		
Clothing and furnishings	25	37	19	5,129	1,223	1,331	1,288	1,287	739	943	-39.6	-29.2		
Dry goods (full and specialty lines)	14	81	3	5,019	1,179	1,315	1,318	1,207	750	831	-36.4	-36.8		
Electrical goods	19	45	5	8,757	2,086	2,916	2,101	1,654	1,218	1,281	-41.6	-56.1		
Farm supplies	43	70	3	775	201	213	195	166	172	138	-14.4	-35.2		
Fruits and vegetables (fresh)	16	21	18	10,995	2,293	3,364	2,929	2,409	1,896	2,740	-17.3	-18.6		
Furniture and house furnishings	18	44	4	1,955	272	924	474	285	276	389	+ 1.5	-57.9		
Groceries (full line)	38	51	11	10,227	2,637	2,375	2,666	2,549	2,169	2,086	-17.7	-12.2		
Groceries and foods (specialty lines)	24	47	21	6,551	1,650	1,635	1,524	1,742	1,402	1,419	-15.0	-13.2		
Hardware	31	32	4	3,017	640	842	834	701	564	706	-11.9	-16.2		
Jewelry and optical goods	35	51	7	1,947	394	426	505	622	261	284	-33.8	-33.3		
Lumber and construction materials	31	38	13	5,385	1,308	1,663	1,432	982	791	969	-39.5	-41.7		
Machinery, equipment and supplies	24	60	24	15,562	4,184	4,206	3,968	3,204	2,630	2,282	-37.1	-45.7		
Paper and its products	30	42	7	3,954	953	1,134	998	869	693	844	-27.3	-25.6		
Plumbing and heating equipment and supplies	35	52	8	3,622	722	875	1,069	956	537	647	-25.6	-26.1		
Tobacco and its products (except leaf)	20	21	3	1,816	399	454	491	472	434	482	+ 8.8	+ 6.2		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	70	93	14	60,272	14,490	20,252	14,297	11,233	5,725	7,334	-60.5	-63.3		
Chemicals and paints	80	84	8	6,718	1,685	1,728	1,782	1,523	1,034	1,162	-38.6	-32.8		
Electrical goods	75	1/	9	28,710	6,748	7,657	10,018	4,287	2,966	3,237	-56.0	-57.7		
Furniture and house furnishings	80	98	8	3,368	836	1,159	835	538	538	535	-55.6	-53.8		
Groceries and foods (specialty lines)	64	74	21	46,789	11,809	11,604	11,793	11,583	10,550	10,476	-10.7	- 9.7		
Machinery, equipment and supplies	56	60	30	11,431	2,881	3,417	2,751	2,382	2,164	2,155	-24.9	-36.9		
Plumbing and heating equipment and supplies	63	64	5	2,593	730	642	614	607	379	456	-48.1	-29.0		

- DECREASE + INCREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF PITTSBURGH

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES			PAY ROLL**		STOCKS ON HAND END OF YEAR			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		(add 000)			(add 000)		(add 000)			NET SALES	PAY ROLL	STOCKS
				1937	1936	1935	1937	1935	1937	1936	1935			
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	23	24	8	\$ 5,015	\$ 3,342	\$ 2,963	\$ 536	\$ 382	\$ 515	\$ 417	\$ 453	69.3	40.3	13.7
Beer, wines and liquore	8	21	8	1,122	1,001	745	59	36	25	29	14	50.6	63.9	78.6
Chemicals and painte	25	37	3	363	351	301	71	53	48	55	47	20.6	34.0	2.1
Clothing and furniehings	25	37	19	5,129	5,330	4,248	296	214	595	444	379	20.7	38.3	57.0
Dry goods (full and specialty lines)	14	81	3	5,019	5,109	4,436	444	272	799	733	715	13.1	63.2	11.7
Electrical goods	19	45	5	8,757	7,814	5,087	713	422	641	572	407	72.1	69.0	57.5
Farm supplies	43	70	3	775	588	460	61	63	11	11	16	68.5	- 3.2	-31.3
Fruitsand vegetables (freeh)	16	21	18	10,995	10,337	8,116	322	233	150	77	64	35.5	38.2	134.4
Furniture and house furniehings	18	44	4	1,955	1,846	1,332	131	92	337	286	259	46.8	42.4	30.1
Groceries (full line)	38	51	11	10,227	9,848	8,012	493	398	1,200	1,315	892	27.6	23.9	34.5
Groceries and foods (specialty lines)	24	47	21	6,551	6,153	5,531	580	500	621	630	664	18.4	16.0	- 6.5
Hardware	31	32	4	3,017	2,622	2,081	267	202	543	474	408	45.0	32.2	33.1
Jewelry and optical goode	35	51	7	1,947	1,679	1,297	209	127	556	487	424	50.1	64.6	31.1
Lumber and constructions materials	31	38	13	5,385	4,228	3,166	512	271	498	467	421	70.1	88.9	18.3
Machinery, equipment and supplies	24	60	24	15,562	13,811	9,290	1,671	1,084	2,289	2,044	1,708	67.5	54.2	34.0
Paper and its products	30	42	7	3,954	3,429	3,119	376	296	626	573	531	26.8	27.0	17.9
Plumbing and heating equipment and supplies	35	52	8	3,622	3,201	2,184	407	296	445	448	383	65.8	37.5	16.2
Tobacco and its products (except leaf)	20	21	3	1,816	1,677	1,527	64	54	71	64	59	18.9	18.5	20.3
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	70	93	14	60,272	56,685	44,573	1,401	1,075	1,763	1,439	1,125	35.2	30.3	56.7
Chemicals and paints	80	84	8	6,718	6,307	4,478	296	281	432	317	282	50.0	5.3	53.2
Electrical goods	75	1/	9	28,710	28,350	17,436	780	637	778	672	463	64.7	22.4	68.0
Furniture and house furnishings	80	98	8	3,368	2,920	1,902	187	102	210	172	127	77.1	83.3	65.4
Groceries and foods (specialty lines)	64	74	21	46,789	44,408	43,038	2,907	1,735	893	1,028	919	8.7	67.6	- 2.8
Machinery, equipment and supplies	56	60	30	11,431	9,304	7,321	1,487	1,007	1,147	985	739	56.1	47.7	55.2
Plumbing and heating equipment and supplies	63	64	5	2,593	2,226	1,696	184	133	463	361	263	52.9	38.3	76.0

- DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF PITTSBURGH

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALEERS									
Automotive	35	8	23	\$12,243	\$ 2,963	24	\$1,072	\$ 382	36
Beer, wines and liquors	100	8	8	3,627	745	21	166	36	22
Chemicals and paints	12	3	25	808	301	37	120	53	44
Clothing and furnishings	75	19	25	11,571	4,248	37	600	214	36
Dry goods (full and specialty lines)	21	3	14	5,475	4,436	81	342	272	80
Electrical goods	26	5	19	11,329	5,087	45	1,130	422	37
Farm supplies	7	3	43	655	460	70	73	63	86
Fruits and vegetables (fresh)	111	18	16	38,631	8,116	21	791	233	29
Furniture and house furnishings	22	4	18	2,999	1,332	44	224	92	41
Groceries (full line)	29	11	38	15,712	8,012	51	797	398	50
Groceries and foods (specialty lines)	87	21	24	11,802	5,531	47	954	500	52
Hardware	13	4	31	6,590	2,081	32	762	202	27
Jewelry and optical goods	20	7	35	2,532	1,297	51	298	127	43
Lumber and construction materials	42	13	31	8,388	5,166	38	770	271	35
Machinery, equipment and supplies	98	24	24	15,389	9,290	60	1,814	1,084	60
Paper and its products	23	7	30	7,423	3,119	42	713	296	42
Plumbing and heating equipment and supplies	23	8	35	4,170	2,184	52	588	296	50
Tobacco and its products (except leaf)	15	3	20	7,359	1,527	21	198	54	27
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	20	14	70	48,041	44,573	93	1,311	1,075	82
Chemicals and paints	10	8	80	5,336	4,478	84	305	281	92
Electrical goods	12	9	75	x	17,436	--	x	637	--
Furniture and house furnishings	10	8	80	1,949	1,902	98	110	102	93
Groceries and foods (specialty lines)	33	21	64	57,846	43,038	74	2,337	1,735	74
Machinery, equipment and supplies	54	30	56	12,230	7,321	60	1,471	1,007	68
Plumbing and heating equipment and supplies	8	5	63	2,641	1,696	64	204	133	65

* Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF ST. LOUIS

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTAB- LISH- MENTS IN- CLUD- ED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)								PERCENT CHANGE	
	ESTAB- LISH- MENTS %	NET * SALES %			1937				1938		1ST Q. 1937 To 1ST Q. 1938	2ND Q. 1937 To 2ND Q. 1938		
					1ST Q. R.	2ND Q. R.	3RD Q. R.	4TH Q. R.	1ST Q. R.	2ND Q. R.				
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30				
SERVICE AND LIMITED-FUNCTION WHOLESALEERS														
Automotive	17	32	12	\$ 3,566	\$ 769	\$ 826	\$ 976	\$ 995	\$ 589	\$ 644	-23.4	-22.0		
Beer, wines and liquors	35	48	8	4,156	965	960	875	1,356	748	888	-22.5	- 7.5		
Chemicals and paints	19	53	4	1,488	364	427	376	321	286	346	-21.4	-19.0		
Clothing and furnishings	21	16	23	7,781	2,135	1,796	2,334	1,516	1,890	1,694	-11.5	- 5.7		
Dry goods (specialty lines)	19	52	4	1,523	463	461	328	271	286	266	-38.2	-42.3		
Electrical goods	36	67	14	13,828	3,329	4,154	3,456	2,889	2,480	2,695	-25.5	-35.1		
Farm supplies	27	45	3	2,457	1,069	670	411	307	760	366	-28.9	-45.4		
Fruits and vegetables (fresh)	13	18	12	5,165	1,425	1,617	1,179	944	1,057	1,275	-25.8	-21.2		
Furniture and house furnishings	25	72	5	2,948	666	929	763	590	556	848	-16.5	- 8.7		
Groceries (full line)	14	19	3	3,977	1,062	970	995	952	905	859	-14.8	-11.4		
Groceries and foods (specialty lines)	19	31	33	10,773	2,522	2,472	2,954	2,825	2,223	2,190	-11.9	-11.4		
Hardware	31	84	5	20,645	5,035	5,510	5,653	4,447	4,326	4,494	-14.1	-18.4		
Lumber and construction materials	27	43	12	4,084	1,007	1,106	1,133	838	661	714	-34.4	-35.4		
Machinery, equipment and supplies	21	44	23	8,063	1,959	2,160	2,108	1,836	1,604	1,557	-18.1	-27.9		
Paper and its products	20	34	9	2,883	754	682	674	773	654	536	-13.3	-21.4		
Plumbing and heating equipment and supplies	30	60	7	3,364	666	953	953	792	490	639	-26.4	-32.9		
Tobacco and its products (except leaf)	16	70	7	10,673	2,371	2,674	2,806	2,822	2,134	2,441	-10.0	- 8.7		
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	65	91	13	43,923	9,104	13,452	10,939	10,418	5,242	6,590	-42.4	-51.0		
Chemicals and paints	76	36	13	5,308	1,217	1,511	1,483	1,097	1,235	1,088	+ 1.5	-28.0		
Clothing and furnishings	67	1/	10	70,546	20,134	14,851	22,379	13,182	15,951	13,058	-20.8	-12.1		
Electrical goods	62	92	8	18,840	4,689	5,230	5,207	3,714	4,629	3,894	- 1.3	-25.5		
Furniture and house furnishings	67	93	6	1,931	481	604	463	383	367	416	-23.7	-31.1		
Groceries and foods (specialty lines)	60	75	15	25,719	7,055	6,091	6,558	6,015	5,505	5,013	-22.0	-17.7		
Machinery, equipment and supplies	55	50	33	16,795	3,856	5,096	5,010	2,833	3,071	3,434	-20.4	-32.6		
Plumbing and heating equipment and supplies	50	63	3	1,474	298	315	423	438	236	273	-20.8	-13.3		

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF ST. LOUIS

TABLE 2.- SALES, PAY ROLL AND STOCKS: 1937, 1936 AND 1935

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES (add 000)			PAY ROLL** (add 000)		STOCKS ON HAND END OF YEAR (add 000)			PERCENT INCREASE 1935 to 1937		
	ESTABLISHMENTS %	NET* SALES %		1937	1936	1935	1937	1935	1937	1936	1935	NET SALES	PAY ROLL	STOCKS
SERVICE AND LIMITED-FUNCTION WHOLESALERS														
Automotive	17	32	12	\$ 3,566	\$ 3,301	\$ 2,605	\$ 546	\$ 469	\$ 697	\$ 598	\$ 497	36.9	16.4	40.2
Beer, wines and liquors	35	48	8	4,156	3,930	3,191	307	232	597	534	502	30.2	32.3	18.9
Chemicals and paints	19	53	4	1,488	1,338	1,374	176	133	153	151	144	8.3	32.3	6.3
Clothing and furnishings	21	16	23	7,781	7,985	6,962	793	648	883	776	686	11.8	22.4	28.7
Dry goods (specialty lines)	19	52	4	1,523	1,548	1,338	133	111	255	308	240	13.8	19.8	6.3
Electrical goods	36	67	14	13,828	11,834	9,083	1,267	1,031	1,477	1,346	884	52.2	22.9	67.1
Farm supplies	27	45	3	2,457	2,478	2,305	199	171	799	821	413	6.6	16.4	93.5
Fruits and vegetables (fresh)	13	18	12	5,165	5,391	4,190	233	201	60	64	44	23.3	15.9	36.4
Furniture & house furnishings	25	72	5	2,948	2,872	2,763	347	240	601	493	499	6.7	44.6	20.4
Groceries (full line)	14	19	3	3,977	3,981	3,596	132	116	693	607	488	10.6	13.8	42.0
Groceries and foods (specialty lines)	19	31	33	10,773	10,510	10,458	859	754	946	988	901	3.0	13.9	5.0
Hardware	31	84	5	20,645	20,096	17,619	2,420	2,108	4,047	4,376	3,516	17.2	14.8	15.1
Lumber and construction materials	27	43	12	4,084	3,986	3,376	614	586	654	660	591	21.0	4.8	10.7
Machinery, equipment and supplies	21	44	23	8,063	6,486	4,809	1,338	862	896	800	708	67.7	55.2	26.6
Paper and its products	20	34	9	2,883	2,547	2,377	298	257	375	226	283	21.3	16.0	32.5
Plumbing and heating equipment & supplies	30	60	7	3,364	2,780	2,053	334	223	336	302	247	63.9	49.8	36.0
Tobacco and its products (except leaf)	16	70	7	10,673	9,517	8,053	270	215	585	407	340	32.5	25.6	72.1
MANUFACTURERS' SALES BRANCHES (with stocks)														
Automotive	65	91	13	43,923	40,678	32,019	1,590	1,159	1,690	1,610	1,862	37.2	37.2	- 9.2
Chemicals and paints	76	36	13	5,308	4,495	2,951	463	314	355	296	301	79.9	47.5	17.9
Clothing and furnishings	67	1/	10	70,546	67,468	65,434	4,436	4,189	19,666	14,639	9,212	7.8	5.9	113.5
Electrical goods	62	92	8	18,840	20,763	10,257	657	534	908	732	520	83.7	23.0	74.6
Furniture and house furnishings	67	93	6	1,931	1,888	1,594	118	84	173	146	165	21.1	40.5	4.8
Groceries (specialty lines)	60	75	15	25,719	24,217	22,770	1,095	955	506	497	511	13.0	14.7	- 1.0
Machinery, equipment and supplies	55	50	33	16,795	12,957	10,011	1,831	1,196	1,897	1,721	1,154	67.8	53.1	64.4
Plumbing and heating equipment & supplies	50	63	3	1,474	1,211	832	187	140	162	153	119	77.2	33.6	36.1

— DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

** Pay roll not available for year 1936. Pay roll includes compensation of full-time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

1/ 1935 Figures not available for determining percent sample.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF ST. LOUIS

TABLE 3.-SIZE OF SAMPLE

1937 SURVEY COMPARED WITH 1935 CENSUS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS			NET SALES (add 000)			PAY ROLL* (add 000)		
	1935 CENSUS	INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 SALES OF THOSE INCLUDED IN 1937-38 SURVEY		1935 CENSUS	1935 PAY ROLL OF THOSE INCLUDED IN 1937-38 SURVEY	
		NUMBER	% SAMPLE		AMOUNT	% SAMPLE		AMOUNT	% SAMPLE
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive	69	12	17	\$ 8,024	\$ 2,605	32	\$1,030	\$ 469	46
Beer, wines and liquors	23	8	35	6,716	3,191	48	435	232	53
Chemicals and paints	21	4	19	2,616	1,374	53	345	133	39
Clothing and furnishings	108	23	21	44,914	6,962	16	3,252	648	20
Dry goods (specialty lines)	21	4	19	2,565	1,338	52	226	111	49
Electrical goods	39	14	36	13,578	9,083	67	1,439	1,031	72
Farm supplies	11	3	27	5,163	2,305	45	291	171	59
Fruits and vegetables (fresh)	93	12	13	22,733	4,190	18	990	201	20
Furniture and house furnishings	20	5	25	3,842	2,763	72	406	240	59
Groceries (full line)	22	3	14	19,075	3,596	19	1,292	116	9
Groceries and foods (specialty lines)	171	33	19	34,142	10,458	31	2,688	754	28
Hardware	16	5	31	20,922	17,619	84	2,611	2,108	81
Lumber and construction materials	45	12	27	7,910	3,376	43	865	586	68
Machinery, equipment and supplies	110	23	21	11,016	4,809	44	1,749	862	49
Paper and its products	45	9	20	7,066	2,377	34	801	257	32
Plumbing and heating equipment and supplies	23	7	30	3,449	2,053	60	469	223	48
Tobacco and its products (except leaf)	44	7	16	11,456	8,053	70	344	215	63
MANUFACTURERS' SALES BRANCHES (with stocks)									
Automotive	20	13	65	35,279	32,019	91	1,419	1,159	82
Chemicals and paints	17	13	76	8,234	2,951	36	560	314	56
Clothing and furnishings	15	10	67	x	65,434	--	x	4,189	--
Electrical goods	13	8	62	11,203	10,257	92	587	534	91
Furniture and house furnishings	9	6	67	1,722	1,594	93	104	84	81
Groceries and foods (specialty lines)	25	15	60	30,447	22,770	75	1,543	955	62
Machinery, equipment and supplies	60	33	55	20,190	10,011	50	2,454	1,196	49
Plumbing and heating equipment and supplies	6	3	50	1,330	832	63	187	140	75

* Pay roll includes compensation of full time and part-time employees, but not of proprietors and firm members of unincorporated businesses.

x 1935 Figures withheld to avoid disclosure.

CENSUS SURVEY OF BUSINESS: 1937-38

WHOLESALE DISTRIBUTION

CITY OF SAN FRANCISCO

TABLE 1.-NET SALES BY QUARTERS: 1937 AND FIRST HALF OF 1938

FOR IDENTICAL ESTABLISHMENTS

KIND OF BUSINESS	SIZE OF SAMPLE COMPARED WITH 1935 CENSUS		No. OF ESTABLISHMENTS INCLUDED IN 1937-38 SURVEY	NET SALES YEAR 1937 (add 000)	NET SALES BY QUARTERS (add 000)						PERCENT CHANGE	
	ESTABLISHMENTS %	NET SALES %			1937				1938		1ST QTR. 1937 To 1ST QTR. 1938	2ND QTR. 1937 To 2ND QTR. 1938
					1ST QTR.	2ND QTR.	3RD QTR.	4TH QTR.	1ST QTR.	2ND QTR.		
					Jan. 1 Mar. 31	April 1 June 30	July 1 Sept. 30	Oct. 1 Dec. 31	Jan. 1 Mar. 31	April 1 June 30		
SERVICE AND LIMITED-FUNCTION WHOLESALEERS												
Automotive	26	34	21	\$11,132	\$ 3,007	\$ 2,888	\$ 2,334	\$ 2,903	\$ 1,548	\$ 1,775	-49.5	-38.5
Beer, wines and liquore	15	36	16	6,221	1,405	1,522	1,367	1,927	1,374	1,694	- 2.2	+11.3
Chemicals and paints	22	71	7	4,272	1,033	1,170	1,157	912	959	978	- 7.2	-16.4
Clothing and furnishings	25	1/	24	4,057	991	829	1,254	983	818	728	-17.5	-12.2
Drugs and drug sundries	20	44	8	8,042	1,880	2,043	1,965	2,154	1,900	1,975	+ 1.1	- 3.3
Dry goods (full and specialty lines)	41	80	26	11,874	3,088	2,941	3,212	2,633	2,313	2,218	-25.1	-24.6
Electrical goods	31	43	19	12,542	2,862	3,216	2,954	3,510	1,993	2,365	-30.4	-26.5
Fruits and vegetablee (fresh)	25	56	21	14,218	3,514	4,291	3,096	3,317	2,435	3,389	-30.7	-21.0
Furniture and house furnishings	21	32	13	3,299	710	867	871	851	607	702	-14.5	-19.0
General merchandise	50	33	5	12,542	3,108	3,063	3,325	3,046	2,464	2,100	-20.7	-31.4
Groceries (full line)	43	51	12	13,870	3,569	3,330	3,500	3,471	3,239	3,267	- 9.2	- 1.9
Groceries and foods (specialty lines)	24	32	55	29,399	8,017	6,780	7,170	7,432	6,520	5,946	-18.7	-12.3
Hardware	21	14	6	2,104	549	599	496	460	441	471	-19.7	-21.4
Jewelry and optical goods	17	27	9	1,947	314	418	481	734	274	350	-12.7	-16.3
Lumber and construction materials	25	56	13	11,629	2,970	3,608	2,904	2,147	1,612	2,737	-45.7	-24.1
Machinery, equipment and supplies	31	37	59	13,033	2,898	3,878	3,213	3,044	2,514	2,834	-13.3	-26.9
Paper and ite products	14	30	5	2,919	637	812	753	717	598	661	- 6.1	-18.6
Plumbing and heating equipment and supplies	41	59	11	4,302	1,115	1,199	1,074	914	769	974	-31.0	-18.8
Tobacco and its products (except leaf)	44	89	8	38,874	8,725	10,064	10,339	9,746	8,930	9,812	+ 2.3	- 2.5
MANUFACTURERS' SALES BRANCHES (with stocks)												
Automotive	48	70	11	14,444	3,850	3,803	3,573	3,218	2,956	3,062	-23.2	-19.5
Beer, wines and liquors	53	72	9	17,393	3,982	4,253	4,439	4,719	3,540	4,291	-11.1	+ 0.9
Chemicals and paints	53	70	10	8,800	1,879	2,498	2,321	2,102	1,736	2,014	- 7.6	-19.4
Clothing and furnishinge	49	53	18	9,537	2,162	2,209	2,569	2,597	1,987	1,968	- 8.1	-10.9
Drugs and drug sundries (specialty lines)	37	47	7	4,002	1,161	921	957	963	1,062	927	- 8.5	+ 0.7
Dry goods (specialty lines)	43	53	6	2,605	676	856	611	462	593	631	-12.3	-26.3
Electrical goods	35	85	6	15,593	4,420	4,291	3,346	3,536	4,789	2,688	+ 8.3	-37.4
Furniture and house furnishings	63	1/	5	2,954	651	797	799	707	526	605	-19.2	-24.1
Groceries and foods (specialty lines)	53	74	21	85,685	19,148	19,394	29,058	18,085	14,377	18,778	-24.9	- 3.2
Jewelry and optical goods	70	49	7	1,474	381	343	430	320	269	340	-29.4	- 0.9
Lumber and construction materials	44	21	4	634	145	196	170	123	111	147	-23.4	-25.0
Machinery, equipment and supplies	56	54	55	13,074	3,061	3,914	3,373	2,726	2,488	2,872	-18.7	-26.6
Paper and its products	43	32	6	2,669	754	698	731	486	468	524	-37.9	-24.9
Plumbing and heating equipment and supplies	55	83	6	4,875	1,206	1,625	1,228	816	618	856	-48.8	-47.3
COMMISSION MERCHANTS												
Fruits and vegetables (fresh)	1/	1/	3	3,459	871	1,074	793	721	605	881	-30.5	-18.0

+INCREASE - DECREASE

* Percentages in this column represent 1935 sales of establishments included in this survey, divided by total 1935 sales of each classification.

1/ 1935 Figures not available for determining percent sample.

CONFIDENTIAL GOVERNMENT REPORT

Section 8 of the Act creating the Department of Commerce ***, approved February 14, 1903, provides that: "The Secretary of Commerce shall from time to time make such special investigations and reports *** which he himself may deem necessary and urgent." Acting upon this authority, I have authorized and instructed the Director of the Census to take a Census of Business covering the calendar year 1937, and the first half of 1938. We ask for the cooperation and assistance of the business men of the United States in this undertaking and assure them that their individual reports will be held absolutely confidential. Only sworn employees of the Bureau of the Census will be permitted to examine your report, and no information will be given to any person, whether in Government Service or private life, which would disclose, exactly or approximately, any of the facts or figures in your report. The information will be used for statistical purposes only.

DANIEL C. ROPER, Secretary of Commerce.

Form 31
CENSUS OF BUSINESS
Federal Works Project

DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS WASHINGTON

WHOLESALE SCHEDULE

CENSUS SURVEY OF BUSINESS: 1937-8

A separate report on this form should be prepared for each wholesale establishment or branch. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted.

1. DESCRIPTION OF ESTABLISHMENT:

Check form of organization

- a. NAME OF ESTABLISHMENT
- b. NAME OF OWNER
- City..... County..... State
- c. LOCATION OF ESTABLISHMENT { Street and number.....
Is this street number located within the corporate limits of city? (Yes or No).....
- d. ADDRESS (Home-Office or Business Address) OF OWNER.....
- e. Number of wholesale establishments or branches owned by this organization anywhere in the United States.....
- f. Is this establishment operated by, operating or sponsoring a cooperative or voluntary group of retailers? (Yes or No).....
- If yes: (1) Under what name?.....
- (2) What percentage of your 1937 sales was made to retail members of this group?.....%

2. KIND OF BUSINESS

(Give usual name or designation by which the establishment is known to the trade or public)

EXAMPLES -- Automotive equipment, full-line drugs, drug specialties, full-line dry goods, men's and boys' clothing, electrical merchandise (full-line), fresh fruits and vegetables, jewelry, full-line groceries, grocery specialties, confectionery, oil well supplies, hardware and kindred lines, etc.

3. TYPE OF OPERATION:

CHECK ONLY THE PRINCIPAL FUNCTION PERFORMED

Service Wholesalers

- ☐ Wholesale merchant or jobber
- ☐ Converter
- ☐ Export merchant
- ☐ Importer
- ☐ Industrial distributor
- ☐ Voluntary group wholesaler

Manufacturer's Sales Branch

- ☐ Carrying stock for delivery

Limited Function Wholesalers

- ☐ Cash-and-carry depot
- ☐ Mail-order wholesaler
- ☐ Retailer-cooperative warehouse

Other Types

- ☐ Commission merchant
- ☐ Other (specify)

For Office
use only

1.
2.
3.
4.

4. NET SALES AND OTHER OPERATING RECEIPTS: (Omit Cents)

Report all forms of sales taxes and operating receipts from services and other sources, as well as receipts from sales of merchandise.

For office
use only

a. TOTAL net sales and operating receipts for —

First quarter, 1938 (January 1 to March 31).....\$.....

Second quarter, 1938 (April 1 to June 30).....\$.....

b. TOTAL net sales and operating receipts for the calendar year, 1937, by quarters--

First quarter, 1937 (Jan. 1 to Mar. 31)	Second quarter, 1937 (April 1 to June 30)	Third quarter, 1937 (July 1 to Sept. 30)	Fourth quarter, 1937 (Oct. 1 to Dec. 31)
\$.....	\$.....	\$.....	\$.....

c. TOTAL net sales and operating receipts for the calendar year, 1936--

January 1 to December 31, 1936.....\$.....

5. ANALYSIS OF SALES: (Omit Cents)

a. How much of the above total net sales did each of the following classes represent?

(1) Spot cash.....

(2) Credit - 10 days or less.....

(3) Credit of more than 10 days.....

TOTAL sales (amounts reported here should agree with those reported in Inquiry 4, above.).....

First half, 1938
January 1 to
June 30, 1938

\$.....

\$.....

\$.....

First half, 1938
January 1 to
June 30, 1938

.....%

Calendar year, 1937
January 1 to
December 31, 1937

\$.....

\$.....

\$.....

Calendar year, 1937
January 1 to
December 31, 1937

.....%

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use only

9.....

10.....

11.....

12.....

b. What percentage of your credit sales was discounted?.....

c. What are your usual terms of sale?.....
Report both credit extension and cash discount, if any, such as: 2/10, net 60; cash in 7 days; 60 days; etc.

6. TOTAL PAY ROLL: (Omit Cents)

Report all salaries, wages, bonuses, and commissions paid to employees of this establishment, including compensation of officers of the corporation and amounts deducted for Social Security purposes. If unincorporated, do not include compensation of proprietor or firm members.

For office
use only

13.....

14.....

a. Total pay roll for —

First quarter, 1938 (January 1 to March 31).....\$.....

Second quarter, 1938 (April 1 to June 30).....\$.....

b. Total pay roll for calendar year 1937 (January 1 to Dec. 31).....\$.....

7. STOCKS ON HAND: (Omit Cents)

Report goods out on consignment as well as goods owned and in the warehouse.

For office
use only

15.....

16.....

17.....

a. Value of physical inventory of merchandise on hand, as of -

December 31, 1936 (Or nearest inventory date).....\$.....

December 31, 1937 (Or nearest inventory date).....\$.....

b. Inventory date, if other than December 31:.....

(month) (day)

c. Check basis of valuing inventory: ☐ Cost, ☐ Market, ☐ Selling price, ☐ Other (specify).....

CERTIFICATE

THIS IS TO CERTIFY that the information contained in this schedule is correct and complete to the best of my knowledge and belief.

(Date signed)

(Signature and official title of
person furnishing the information)

U.S. Bur. of the Census. Census
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